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THIS IS THE 1,334th ISSUE OF

CANADIAN GROCER

ONLY WEEKLY GROCERY PAPER PUBLISHED IN CANADA

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII. PUBLICATION OFFICE: TORONTO, JULY 4, 1913 No. 27

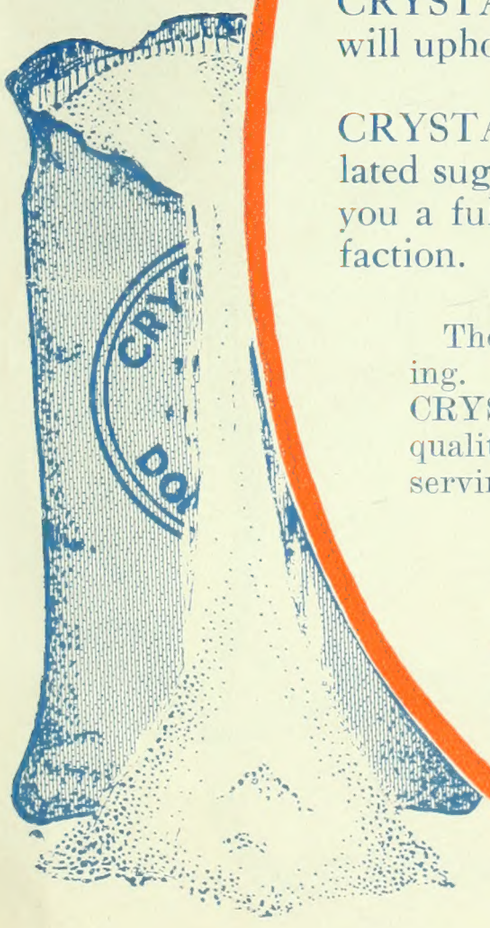
Crystal Sugar

Every Pound You Sell Will Back You Up in Your Strongest Statement

Don't hesitate to put your full weight behind the strongest statement you can make regarding CRYSTAL SUGAR, for every pound you sell will uphold you.

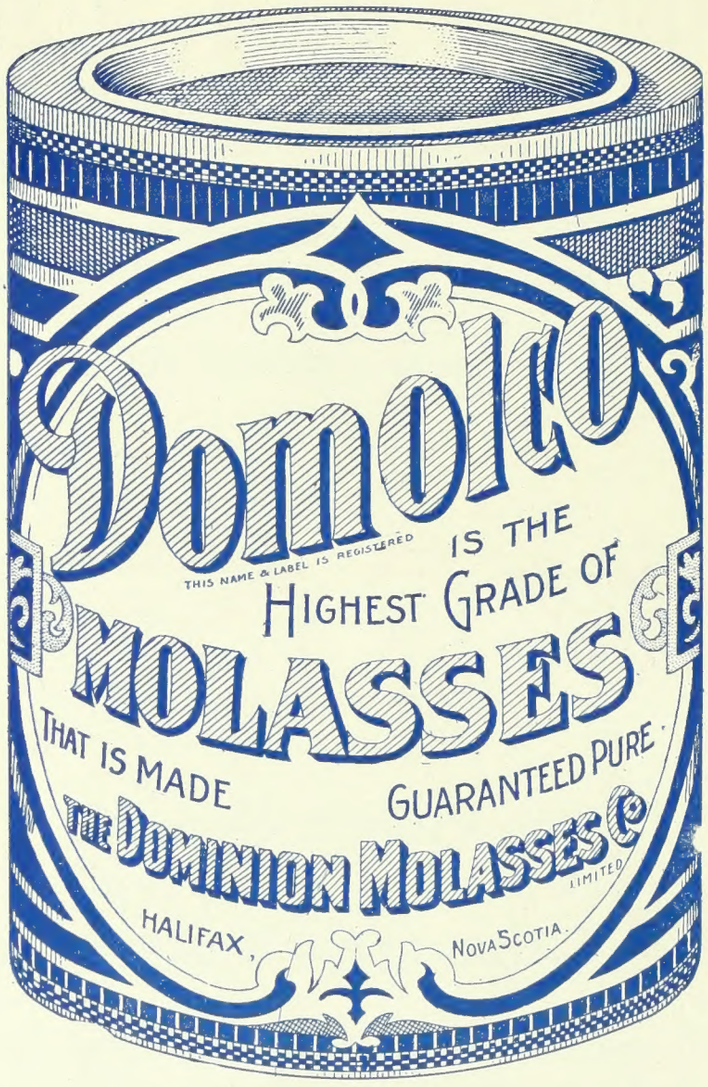
CRYSTAL SUGAR is the finest quality granulated sugar you can buy at any price. It gives you a full profit and your patrons entire satisfaction.

The Preserving season is fast approaching. See that you are well stocked with CRYSTAL SUGARS. We make the finest quality Cane Sugar on the market, for preserving and all other purposes.



Dominion Sugar Company, Limited

Wallaceburg and Berlin, Ont.



More "DOMOLCO," Please—

That's the molasses call that is heard from every side. It's the call at the family table, it's the call at grocery store (where handled). This demand for "Domolco" is "profit music" to the dealer's ear.

DOMOLCO

is the highest grade sugar-cane molasses that is made and is guaranteed PURE. Every package bearing this registered label contains the acme of molasses perfection.

Domolco is the table delicacy of the masses—every progressive dealer should handle.

THE Dominion Molasses Co., Ltd.
HALIFAX, N.S.

COX'S

the instant powdered gelatine made famous by its PURITY.

COX'S Gelatine is the standard the world over. It has an exceptionally large sale throughout Canada the year round, especially during the warm weather season when it is used with fresh, ripe fruits.

Cox's makes the most delicious, instant jelly without any labor or fuss.

Suggest Cox's to your housewife patrons and solve the dessert problem for them.

Arthur P. Tippet & Company

Agents

Montreal *Toronto*

Warehouses at Central Points Ensure Prompt Satisfactory Service

Our large warehouses at the most central shipping points in the West enable us to give a service second to none.
Royal Shield Brand Goods are unrivalled for quality, purity and value. They are the standard of the West.
Our representatives cover the territory often and ship from the nearest point. Wait for the Royal Shield man.

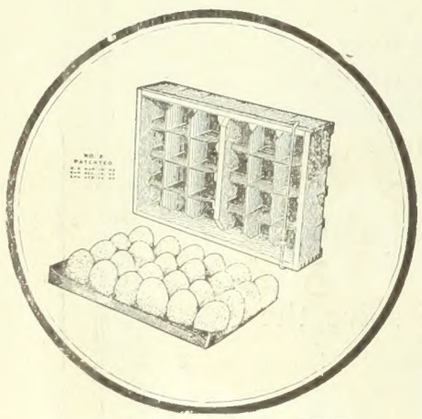
Campbell Bros. & Wilson, Limited, Winnipeg

WHOLESALE GROCERS AND IMPORTERS

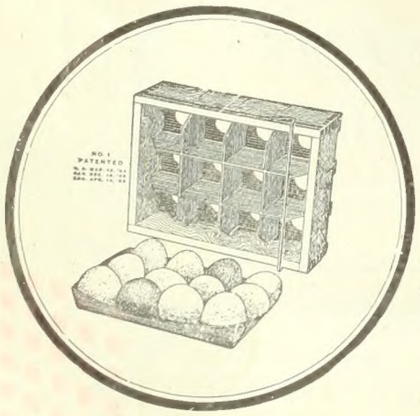
Campbell, Wilson & Horne, Limited, Calgary, Edmonton and Lethbridge

Campbell, Wilson & Adams, Limited, Saskatoon

Campbell, Wilson & Strathdee, Limited, Regina



THE TWO DOZEN SIZE



ONE DOZEN SIZE

If You Deliver Eggs, You Need Star Egg Carriers and Trays

Nearly a 20% greater saving is made by using the Two Dozen Size STAR EGG CARRIER in connection with the One Dozen Size.

Right now in the Summer, in the Fall or Spring, eggs are cheapest and you have more orders for two dozen at a time. To deliver them at the greatest profit to yourself and the satisfaction of your customers, you SHOULD USE

STAR EGG CARRIERS and TRAYS

On the two dozen orders, using the Two Dozen Size will save your clerk's time in filling and candling—the deliveryman's in delivering—AND TIME IS MONEY!

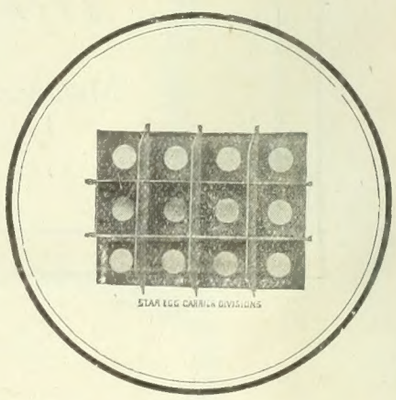
Therefore, you should order a full equipment of both sizes of STAR EGG CARRIERS and TRAYS from your Jobber, TO-DAY, and they will make you a PROFIT on your egg trade.

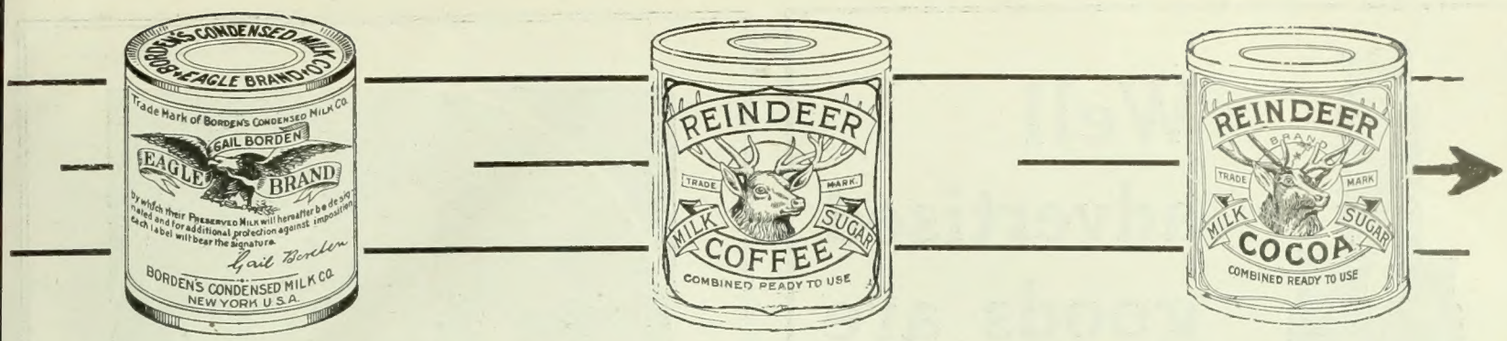
STAR EGG CARRIER DIVISIONS, fit both sizes, cost little, and being replaced occasionally, keep STAR EGG CARRIERS like new, and absolutely sanitary.

If Your Jobber Cannot Supply You, We Will

STAR EGG CARRIER and TRAY MFG. CO.

1500 Jay St., Rochester, N.Y., U.S.A.





Borden Milk Products are Always on the Go

The exceptionally high quality and purity of these products have made for them a large and ever-increasing circle of friends and accordingly they are always in demand.

The dealer barely gets them on his shelf when off they go again, making a good profit for him and giving the customer the best there is in milk products.

Borden Milk Company, Limited, Montreal

"Leaders of Quality"

Branch Office No. 2 Arcade Building, Vancouver, B.C.

BISCUITS

from the Old Country

Some of the most popular Biscuits in Britain are made by

McVITIE & PRICE

Limited

Biscuit Manufacturers

EDINBURGH and LONDON

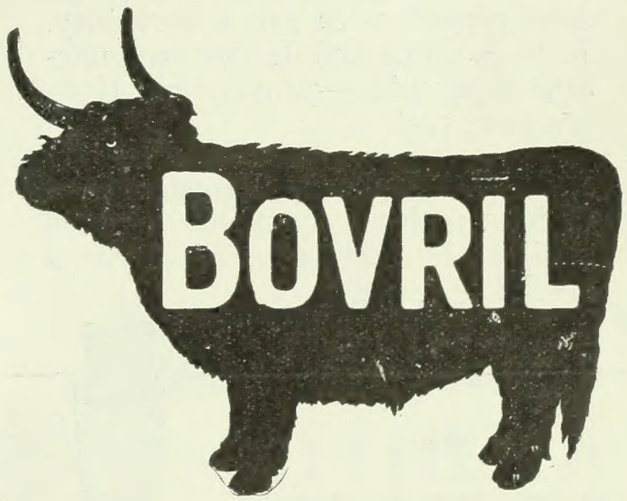
The thousands of new-comers to Canada will welcome the sight of their old favorite varieties in your shop.

AGENTS:

Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, WINNIPEG

Alberta
CAMPBELL, WILSON & HORNE, Limited, CALGARY

British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St., VANCOUVER



Make this sign a part of your daily business

Let your patrons know that you carry the world-famous fluid beef—the concentrated essence of prime beef—Bovril. Display the goods and sales will follow. Large quantities of Bovril are used for summer cooking, sandwiches, etc.

BOVRIL LIMITED, MONTREAL

Well advertised goods are easiest sold!

In strong, convincing ads. in newspapers, street cars and magazines we are telling the people of the quality and absolute purity of

E.D.S. Fruit Products

Through good advertising the demand is created—and through their excellent flavor and genuine goodness repeat sales are a certainty. E. D. S. Jams and Jellies are guaranteed genuine—proven by Government test.

E. D. S. Raspberry Vinegar is a delicious thirst quencher and is selling well just now. Have you a stock?

Made only by

E. D. Smith & Son
Limited
WINONA, ONTARIO

AGENTS:

NEWTON A. HILL - Toronto
W. H. DUNN - - Montreal
MASON & HICKEY - Winnipeg
R. B. COLWELL - Halifax, N.S.
J. GIBBS - - - Hamilton

Hawaiian Pineapple Creates NEW Trade For The Grocer

HAWAIIAN PINEAPPLE is a non-competitive product which secured its own market through the consumer's instant appreciation of its delicious flavor and fine quality. It does not "take the place" of anything else, it is not like selling one brand of an article instead of some other brand,—the profits you make on it are profits you could not make in any other way.

The sale of HAWAIIAN CANNED PINEAPPLE has increased more rapidly than any other product ever offered to the grocery trade. Grocers who have stocked it from the first have been reaping the benefit.

We are Advertising Again

and there is going to be a further increase in sales of HAWAIIAN PINEAPPLE. Make up your mind to get your share of the profits on these increased sales. It's an easy seller: just keep it displayed and let your customers know you have it and our advertising will stir up the sales.

Always stock with HAWAIIAN PINEAPPLE, no matter what brand; so long as it comes from Hawaii it is sure to be "picked ripe" and "canned right." At all jobbers, —sliced, grated or crushed.

Hawaiian Pineapple Packers' Association

Honolulu **Hawaii**

Prince Albert,
June 10, 1913.
Aylmer Condensed Milk Co., Hamilton, Ont.

Gentlemen—

I have used for many years past in my former home of Columbus, Ohio, the various kinds of Condensed Milk and I want to say after using a few cans of the "Aylmer" Brand, I believe you have them all beaten for two reasons, viz: It can be used in tea as well as coffee, giving the same flavor to both as fresh cream, and after a can is once opened and exposed to the air, I find it will keep some days longer than any of the five other brands I have used, which in itself is quite a saving as the other brands would often become spoiled before half used.

Since using the "Canada First" I find I can now dispense with the pint of cows' milk I had been accustomed to getting for tea alone.

Wishing you the success which you are bound to have, believe me,

Yours very truly,

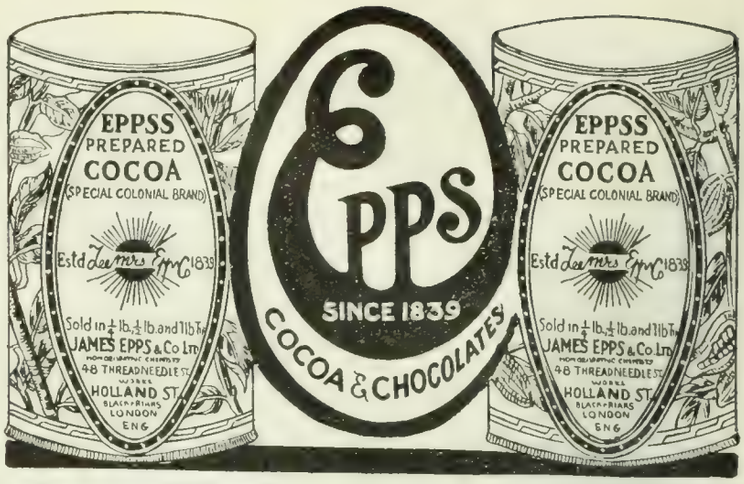
(Signed)

W. N. PORTER.

Litster Goods

are made good enough to guarantee. They recommend themselves and sell themselves wherever introduced. Is the best any too good for your trade?

Litster Pure Food Co.,
Limited
TORONTO



EPPS COCOA

"THE BEST EVER SINCE 1839"

EPPS COCOA IS MADE FROM THE FINEST SELECTED COCOA BEANS AND BY OUR SPECIAL PROCESS THE HIGHLY NUTRITIOUS BUTTER OR OIL CONTAINED IN THE NATURAL COCOA IS MADE SOLUBLE AND EASY FOR DIGESTION.

We have just received a supply of most attractive advertising matter and samples.

Write to-day—for YOUR share.

SAMPLES AND SPECIAL ADVERTISING FREE

JAMES EPPS & CO., Limited, LONDON, ENG.
25 East Front Street Toronto

Tea Hints for Retailers

By John H. Blake

This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects:

The Tea Gardens of the World
Tea from Seed to Leaf
Tea from Leaf to Cup
The Tea Marts of the Orient
How to Test Teas
Where to Buy Teas
Is it Wise to Place an Importation Order?
Bulk versus Package Teas
HOW TO ESTABLISH A TEA TRADE
Tea Blending

(275 pages) (24 full-page Illustrations)

Sent to any address on receipt of $2.00

MacLean Publishing Company

(Technical Book Department)

143-149 University Ave., TORONTO

John Gray & Co., Limited

Glasgow Scotland

1 lb. Floral Glass

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn, 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 47 Wellington St. East; Ottawa, E. M. Lerner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.

EVERY ONE

of your customers, Mr. Grocer, is a consumer to a greater or lesser extent of PORK AND BEANS. Have you ever given a thought as to which brand is the most popular with them? We venture the opinion without hesitation that your sales will prove.

Clark's Pork and Beans

To Be The Favorite

The REASON is obvious. CLARK'S are absolutely the BEST.

Your customer gets QUALITY and VALUE for his money, a comprehensive ADVERTISING scheme assists your sales and you derive SATISFACTION, from your repeat orders and increasing trade.

Reputation is Dependent on Quality.

W. CLARK, - MONTREAL

Aunt Em'ly Looks Back

"Times have changed. Nobody can have better times than we used to have, but I must say folks nowadays have better things to eat and less work preparing them. Think of making up a

JELL-O

dessert in a minute! I tell Helen and the girls it seems like play."

The Jell-O idea has enchanted woman generally, for not only are Jell-O desserts produced as if by magic, but they are as delicious as dishes that require an hour for making.

Needless to say the grocer whose stock is made up chiefly of goods that are popular with women, is the successful grocer.

THE GENESEE PURE FOOD CO.,
Bridgeburg, Can.

The name JELL-O is on every package in big red letters. If it isn't there, it isn't JELL-O.

Your card in our MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE $2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co.
143-149 University Ave., Toronto

What Do You Earn?

Don't think us impertinent. We want you to put the question to yourself, and to supplement it with the further question, "Could you earn any more?"

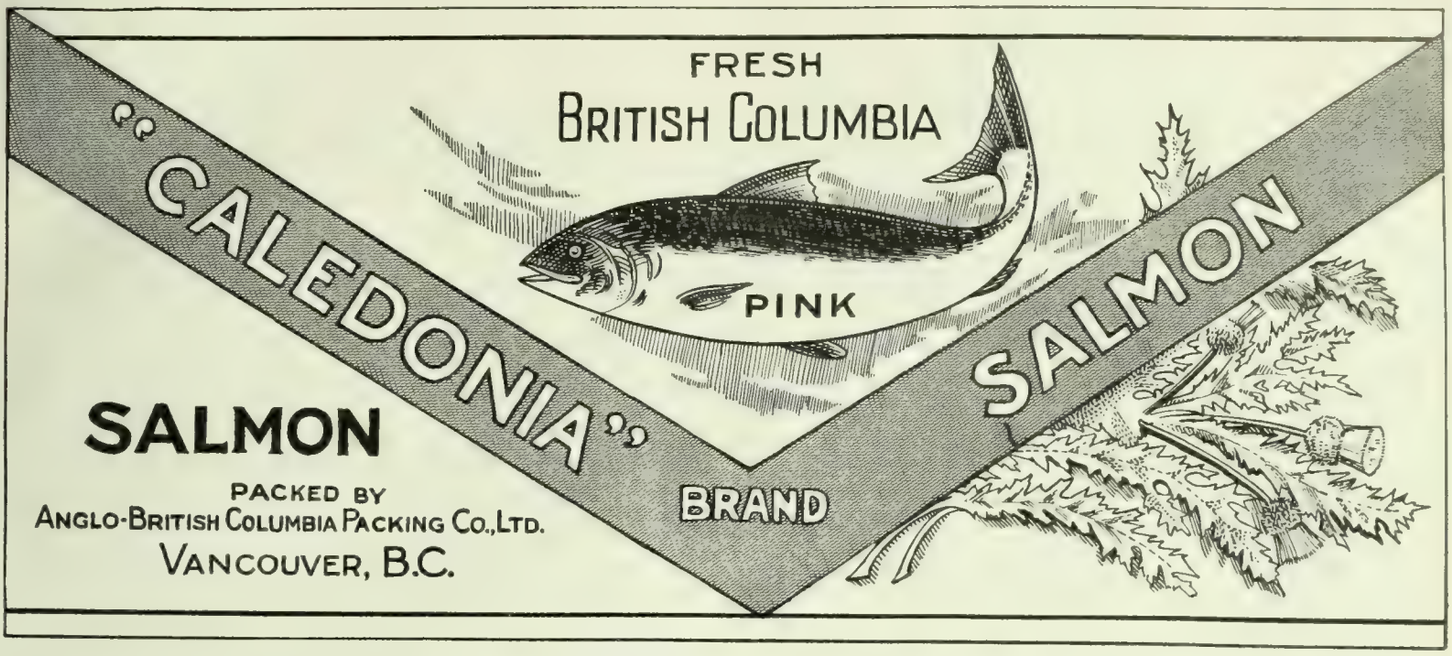
Certainly you could, if your wasted evenings could be used to advantage.

Why not let The MacLean Publishing Company help you out? They will appoint you circulation solicitor in your district for MacLean's Magazine.

When you have tried it you may find it pays you well enough to give your whole time to it. That has been the experience of many before you.

The MacLean Pub. Co.
143-149 University Ave.
TORONTO

Fresh British Columbia



SALMON

PACKED BY
ANGLO-BRITISH COLUMBIA PACKING CO., LTD.
VANCOUVER, B.C.

H. Bell-Irving & Co.,
Limited (Agents)
Vancouver, B.C.

SALMON

Selected Fish

Early Run

BANNER L&B BRAND

A Business Bringer—

Every pail or jar of L. & B. Banner Brand Jams, Jellies or Marmalade contains a fruit excellence to be found in no other make. Best value for the money.

The most careful attention is given to cleanliness and wholesomeness in the preparation and packing of the fruit. Put up in 2, 5 and 7 lb. gold lacquered tin pails and 30 lb. wooden pails, also in jars.

A line to stock for satisfaction and profit.

LINDNERS LIMITED

340 Dufferin St., TORONTO Phone Park 2985

REPRESENTATIVES

The Amos B. Gordon Co., Toronto
Watt, Scott & Goodacre, Montreal
H.D. Marshall, Ottawa, Ont.
C. A. Munroe, New Brunswick
W. H. Lane Usher, Nova Scotia and Prince Edward Is.
H. Donkin & Co., Vancouver
Western Office at Winnipeg

John Duncan & Co.

MONTREAL

Importers of :

Ceylon, India, China, Japan and Formosa Teas

We have some special offers to make of spot Ceylons Guns for Prompt delivery.

Write for Samples and Quotations

IMPORT ORDERS SOLICITED

That's what awaits you if you start to handle

MESSINA LEMONADE POWDER

You can't go wrong with it. Just introduce it once and repeats will undoubtedly follow. There is no getting away from its superior quality.

The true lemon flavor refreshes and creates a desire for more. This desire will be a golden egg for you.

Don't miss **MESSINA.**
Ask your wholesaler.

Henri Jonas & Co., Montreal

Readers Of The Grocer, Let Us Know Your Wants

You have noticed our Letter Box service. Every week we hear from dealers who desire names and addresses of firms manufacturing some particular article.

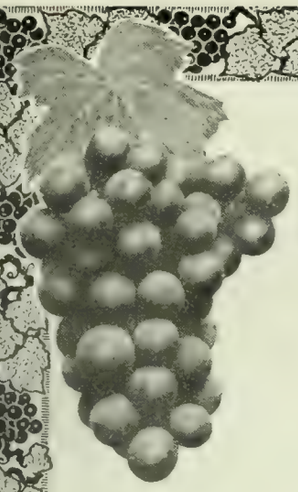
This service may be beneficial to you. If you are in the market for any article you do not know where to get, our services will be cheerfully given.

The Canadian Grocer is in position to secure information on new lines in the grocery trade, and of novelties occasionally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Grocer you are entitled to this service.

The Canadian Grocer

Montreal Toronto Winnipeg Vancouver



You profit by selling your trade the very best

Welch's

Grape Juice

Canadian Grocers find Welch's a profitable, quick seller

Just as the retail grocer in the United States has found Welch's Grape Juice a profitable, quick seller, so has the Canadian grocer.

So, if you are not selling Welch's you are missing a big opportunity.

You will find that you, too, can build up a nice trade on Welch's, because every family in your community is a prospective user of Welch's.

Welch's is made of the pure juice of the finest Concord grapes, with all of the delicious, tart, fruity flavor retained—a family beverage for the old and the young.

Write for prices and names of Canadian distributors.

The Welch Grape Juice Company, Westfield, N.Y., U.S.A.

"WHERE DOES THE SHINE COME FROM."

BRASSO

Is Your Polish Trade Fully Developed?

Every dwelling, from mansion to shack, needs stove polish. Every customer you have has some dull metal to shine. Do they know it? Do they buy from you? If not, put them in the right way.

The Brasso way and—
The Zebra way.

ZEBRA

STOVE POLISH

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store —and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED

WALKER PATENTED BINS

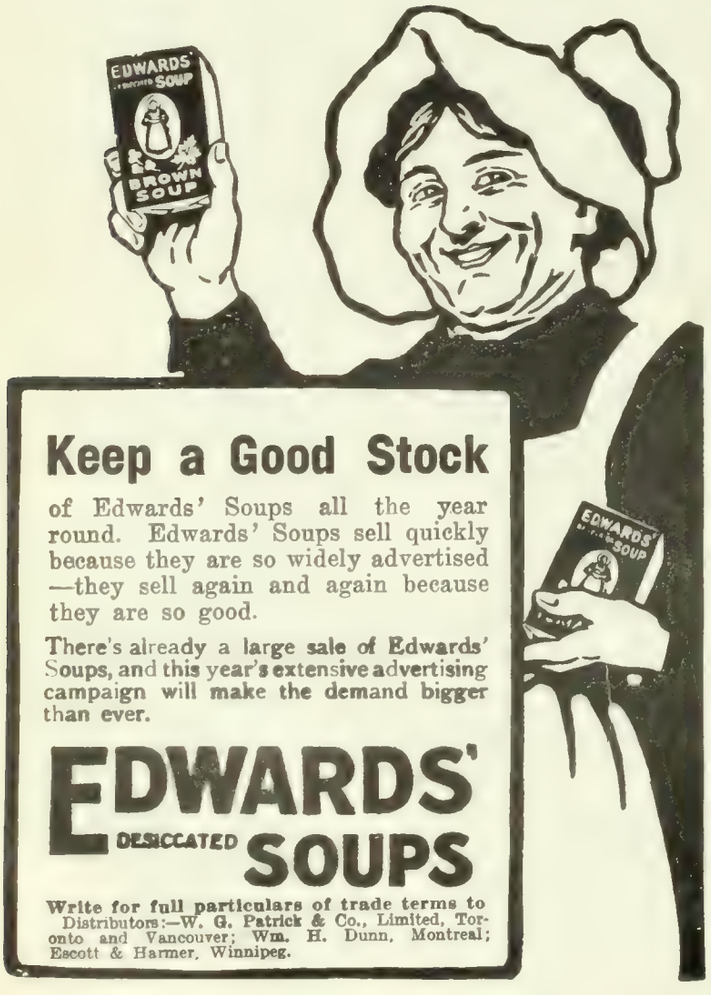
Berlin, Ontario

REPRESENTATIVES:
Manitoba: Watson & Truesdale, Winnipeg, Man.
Northern, Sask.: North-West Specialty Co., Saskatoon, Sask.
Southern Sask. and Alta.: J. N. Smith, Box 695, Regina, Sask.
Vancouver: Western Plate Glass Co., 318 Water St.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED BINS

TWO CENTS PER WORD

with a Want Ad. in this paper.
You can talk across the continent for two cents per word



Keep a Good Stock

of Edwards' Soups all the year round. Edwards' Soups sell quickly because they are so widely advertised —they sell again and again because they are so good.

There's already a large sale of Edwards' Soups, and this year's extensive advertising campaign will make the demand bigger than ever.

EDWARDS' DESICCATED SOUPS

Write for full particulars of trade terms to Distributors:—W. G. Patrick & Co., Limited, Toronto and Vancouver; Wm. H. Dunn, Montreal; Escott & Harmer, Winnipeg.

By Royal Letters Patent

NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen, can be obtained from

W. G. PATRICK & CO.
LIMITED

St. Paul St., Montreal.
York St., Toronto.

How Much of Your Net Profit Do You Get?

YOUR success is determined, not by the volume of your sales, but by the net profit you actually receive. Losses caused by carelessness, mistakes, forgotten charges and temptation must be paid for out of net profit—you have just that much less for your family, your future and yourself.

A modern National Cash Register stops losses and increases trade and profits. It shows how much money should be in your cash drawer and how many sales were made by each clerk. It records all charges, bills paid and money received on account.

It insures your getting that part of every dollar which rightfully belongs to you as a fair return on your labor and investment.

Write for further information.

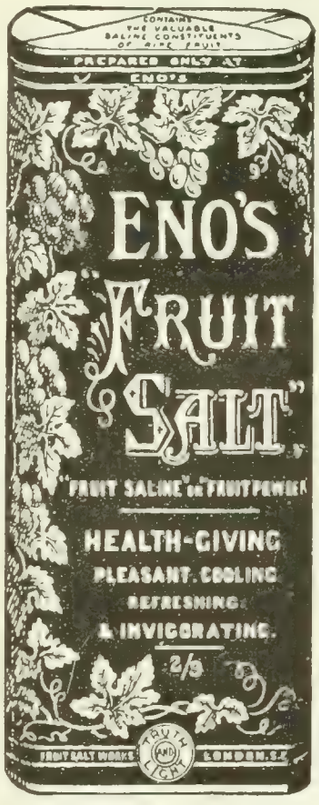
The National Cash Register Company

285 Yonge Street, TORONTO

Canadian Factory, Toronto

Every Household and Travelling Trunk ought to contain a bottle of

ENO'S "FRUIT SALT"



A gentle natural aperient that stimulates the organs of elimination.

A delightful sparkling draught that children like, that invalids can safely take without fear of griping or weakening effects.

Travellers need this valuable preparation to prevent sea-sickness, train-sickness, and illness caused by sudden changes of water or climate.

If you suffer from Constipation, Biliousness, or Indigestion, the regular use of

ENO'S "FRUIT SALT"

will promptly correct the disorders and greatly improve your general health.

This world-famous aperient has been in use for forty years, and to-day stands unrivalled.

"It is not too much to say that its merits have been tested from Pole to Pole, and that its cosmopolitan popularity presents one of the most signal illustrations of Commercial enterprise to be found in our trading records."

Sold by Chemists and Stores throughout the World

Prepared only by

J. C. ENO, Ltd., FRUIT SALT WORKS, London, S.E.

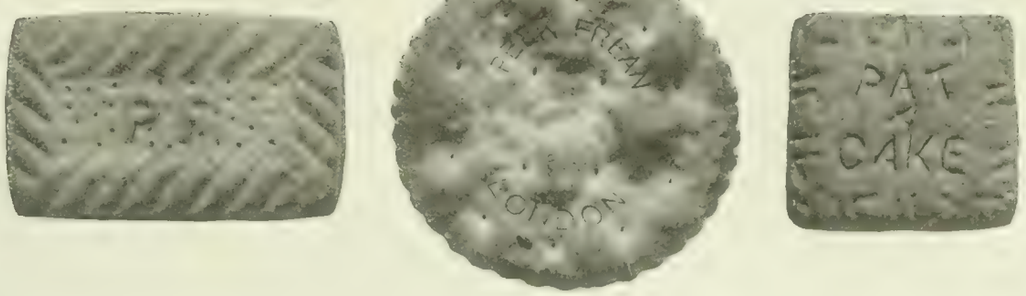
The Golden Rule for satisfied customers is,---"something exceptionally good at a moderate price."

There you have the whole secret of the popularity of

Chase & Sanborn's

Coffees

THREE VERY POPULAR BISCUITS



P.F SHORTCAKE — Delicious shortbread biscuits. About 32 to pound. About 325,000,000 sold first year.

GOLDEN PUFF — Very light and flaky. About 42 to pound.

PAT-A-CAKE (reg'd) — Dainty shortbread squares. About 60 to pound. Over 425,000,000 sold in one year.

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Toronto—The Harry Horne Co., 309 and 311 King St. West, Toronto.
Ottawa and Eastern Canada—Frank L. Benedict & Co., Read Building 45 St. Alexander St., Montreal.

PEEK, FREAN & CO., Limited, Biscuit Manufacturers

LONDON - ENGLAND

Protection from the Summer Heat

This is not an advertisement of a summer resort, but a straightforward talk to grocers who are not observing the best method to big cheese profits.

Summer heat, flies, and insects go together—all are destructive to cheese and deteriorating to its value. This is the remedy—

The Perfection Cheese Cutter and Cabinet

It is the only properly sanitary and absolutely practical device for retaining cheese in a store in summer. *CHEESE* has to be displayed well to sell it. Get a wood and glass cabinet that displays and protects the cheese at the same time.

Write us to-day for further convincing proof of the PERFECTION CHEESE CUTTER as a summer guardian of your cheese.

American Computing Co. of Canada

Hamilton Canada

Made in Canada

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

Japan Teas on Spot
Congou Teas on Spot
Ask for samples.

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

Import—Export 'Phones { Office 2190 / Residence 1556

NORMAN D. McPHIE
MERCHANDISE BROKER
COMMISSION MERCHANT
MANUFACTURERS' AGENT

Handling General Grocery, Spice and Produce Lines

Federal Life Building
HAMILTON, - Ont., Canada

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

CONVENIENT, MODERN, WAREHOUSING
at Ottawa, tracks at the door, connection with steamers. Fireproof. Excise Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.,
46-52 Nicholas Street - - Ottawa

When writing advertisers kindly mention having seen the advertisement in this paper

WESTERN PROVINCES.

ORR & McLAIN
Importers, Buyers and Manufacturers' Agents
Domestic and Foreign Agencies Solicited
507 Confederation Life Building, Winnipeg

H. P. PENNOCK & CO., LTD.
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturers wanting live representatives.

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

Eastern Manufacturers Limited
Manufacturers' Agents,
Saskatoon, Saskatchewan.
Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established. 15 Years
Domestic & Foreign Agencies Solicted

HOLLOWAY, REID & CO.
Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
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181 Bannatyne Ave., Winnipeg
We Carry Stock
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Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines, Domestic and Foreigh agencies solicited.

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Manufacturers' Agents and Brokers' Directory

(Continued.)

Western Provinces—Continued.

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Will be pleased to discuss with agents or manufacturers of Bakers', Butchers' or Grocers' specialties, the introduction of their lines to the Prairie Provinces—we go direct to the trade or through the Jobbers.
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Grocery Brokers & Importers.
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Can give strict attention to a few first-class Grocery Agencies. Highest References.

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WHOLESALE GROCERY BROKERS
CANNED GOODS, DRIED FRUITS, ETC.
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We cover British Columbia and Alberta
Head Office - - Vancouver, B.C.
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GENUINE CAVIARE,
ANCHOVIES IN BRINE
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In Tins and Glasses.
"Please ask for our offer"
C. F. STUHR & CO., HAMBURG.

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The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.
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KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

SHIP YOUR CARS TO
FERGUSON'S SIDING
Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.
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We have records in our vaults covering ten years' satisfactory service.

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CANNED AND DRIED FRUITS, BEANS, SALMON
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The CAMPBELL BROKERAGE CO.
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We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.
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We can give special attention to a few good agencies. Anything we handle we push
References: Bradstreets, Royal Bank, Union Bank.

The CHAMBERLAIN-DOWNEY Company, Limited.
Wholesale Jobbers & Manufacturers' Agents.
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T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
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Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

The failure to stock some standard commodity may be the means of a merchant losing trade.

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MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have LaGrippe
If you suffer from neuralgia
These powders are very good for children cutting their teeth
18 Powders for 25 cents
DIRECTIONS

a quick sale and good profits. For all forms of headaches there is no remedy which reaches the seat of the trouble so quickly and so effectively as *Mathieu's Nervine Powders.* Be sure and stock them, as they are quick sellers.
Try *Mathieu's Nervine Powders* yourself at our expense as per coupon attached, if you or someone of the family suffers from headaches.

Remember there is nothing equal to Mathieu's Syrup of Tar and Cod Liver Oil for breaking up colds.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name .....
With (Name of firm) .....
Street .....
City or town .....Prov.....

Tartan BRAND
THE SIGN OF PURITY

COFFEE

GROWN, ROASTED AND BLENDED FOR GROCERS WHO VALUE SATISFIED CUSTOMERS

Royal Stewart
A blend of the highest grade to satisfy particular people.
Retails at 45c.

Gordon
A blend of high grade Coffees, pleasant and satisfying.
Retails at 40c.

Highland Lassie.
A blend of good Coffees to retail at 35c.

Rob Roy
Cheap in price but worthy in quality.
To retail at 30c.

BALFOUR, SMYE & CO., Wholesale and Manufacturing Grocers **HAMILTON**

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

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QUICK
CLEAN
HANDY

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—
3 doz. in case

A Seasonable Line

OUR NEW

Sandwich and Salad Olive

all ready for the table

Pimento Stuffed
Celery Stuffed
Plain Pitted

in salad form

Ask your wholesaler for this 8 oz. bottle.
Retails at 25c.

Gorman, Eckert & Co.

LONDON, ONTARIO

Western Selling Agents:
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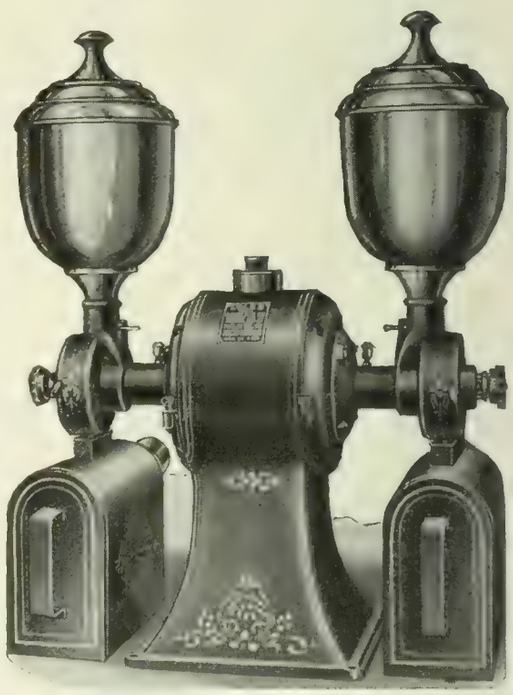
More Than Ever in a Class by Itself

One of our 12 new models. Wouldn't it be a good idea then to look into the Coles? It ranks with the best and meets your price.
26 models of electric machines.
Makers of Hand Coffee Mills for twenty-five years.



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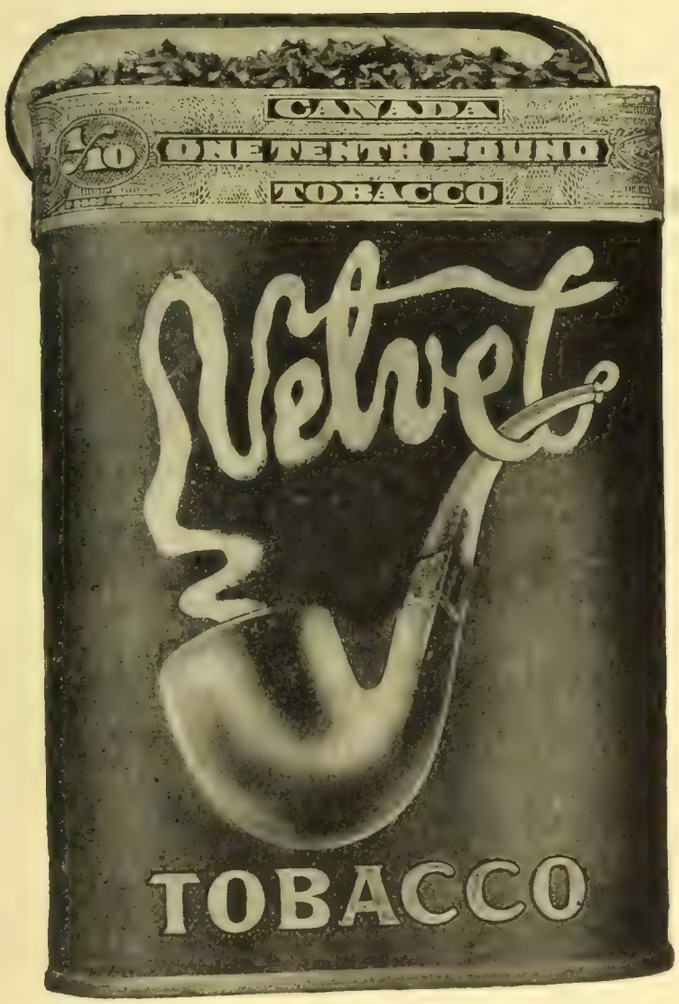
Velvet

THE SMOOTHEST TOBACCO

Not a bit of bite!



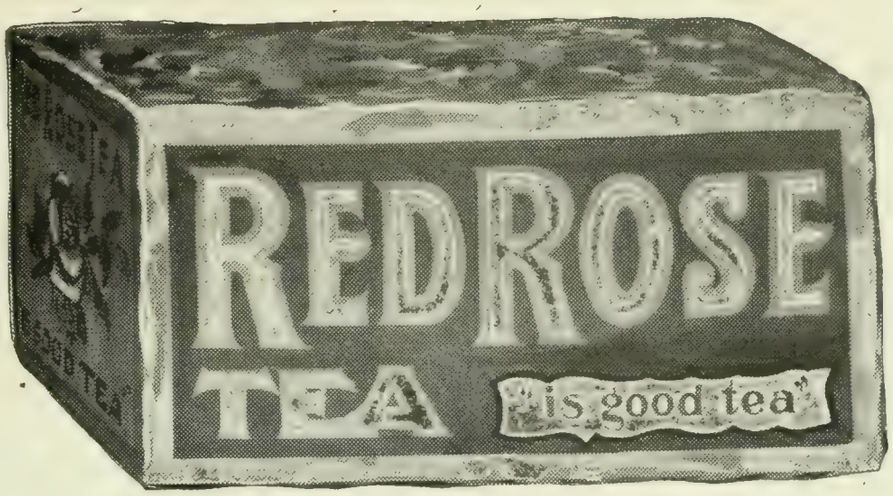
When a customer asks you "why VELVET has not a bit of bite," can you tell him? Well! we'll tell you, so you will be ready for the next man.

First of all, "VELVET" is pure Burley tobacco—and the very finest Burley leaf that money can buy.

Then the tobacco is put through a special process, which makes "VELVET" the smoothest tobacco.

Any wholesaler in Canada will fill your order for "VELVET."

Sold in red tins only



The Tea of "Distinction"

Your customers will like Red Rose Tea—no other tea will please them as well—no other tea will take its place—BECAUSE Red Rose Tea has distinctive qualities. It is largely composed of the fine teas of Northern India, which are generous in strength and richness. These, blended with the flavory teas of Ceylon, produce the distinctive qualities for which Red Rose is famed.

If you sell Red Rose Tea you are sure to hold and increase your tea business.

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St. Lawrence

Granulated

Now packed in three different sizes of grain

RED LABEL	BLUE LABEL	GREEN LABEL
Fine Grain	Medium Sized Grain	Coarse Grain

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON, JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

Furuya & Nishimura

are daily receiving cable advices from their Shidzuoka Office concerning **NEW CROP JAPAN TEAS.** Quality and Prices are exceptionally favorable this year.

HOLDS EVERY SIZE BAG FROM ¼ TO 10 LBS.

hangs right above the counter ready for use. Saves time, space and waste in bags. **No hole punching** or any extra trouble whatsoever, simply lay the bags in their respective compartments. Quicker service a certainty. No up-to-date store should be without one.

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Profit. Popular Price

These are two features about

Gilmour's Antiseptic Hand-Cleaner

which you should consider.

—Gilmour's Pleases.
—Not Over-Gritty.
—Quality Ingredients.

N.B.—Remember, we pay freight on all orders of five gross or more to all points east of Port Arthur.

Write

THE GILMOUR CO.,
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CANADIAN NATIONAL EXHIBITION

TORONTO, August 23 to September 8, 1913

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Manufacturers of High Class Chocolates

BRISTOL, ENGLAND

Stall in Manufacturers' Building

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Manufacturers of Highest Grade Pastilles, Gums and Cachous.

Glasgow Scotland — Shortwood Gloucester — London England — Melbourne Australia

Stall under the Grand Stand

For information relative to above exhibit, please apply to

Mr. J. P. Wright

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It's New Business That Counts

Don't travel in a rut. Get after new tea business. Regain the trade the peddler has taken. It can be done, and "SALADA" is the only tea to do it with. Every year—for twenty-one years — increase has topped increase in "SALADA" Sales. New customers have been added to the old. Their confidence and satisfaction have been obtained and retained. A reputation for reliability has been established. A trade worth while has been built up.

AND WE'RE STILL AFTER NEW BUSINESS.

"SALADA"

LONDON, ENG. 41 Eastcheap | BUFFALO 11 Terrace | NEW YORK 198 W. Broadway | TORONTO 32 Yonge St. | MONTREAL St. Paul St. | BOSTON 34-35 S. Market St. | CHICAGO 361 N. River St. | DETROIT Shelby Block

Branches also in Pittsburg and Philadelphia.

Pickling Season

demands a stock of pure spices that will not reflect on you and your store next winter when the good housewife offers her favorite pickles to her friends around the festive board.

The high quality of White Swan spices is the result of careful buying and years' of experience. Only the finest and purest ingredients are used.

Order from your wholesaler or direct

White Swan Spices & Cereals Limited

Toronto, Ontario

KEEN'S OXFORD BLUE. The blue that insures snowy white laundry and because of its strength, its use is the truest form of economy.
Recommend it to the new housewife, the older folks use no other.

FOR SALE BY ALL THE CANADIAN JOBBING TRADE

MAGOR, SON & COMPANY, Limited

403 St. Paul Street, Montreal — 30 Church Street, Toronto

Agents for the Dominion of Canada

Your Customers Return For These Two Leaders!

BENSON'S
Prepared Corn
FOR CULINARY PURPOSES.

SILVER GLOSS
Home Laundry Starch
THE WASH-DAY FAVORITE

Standards for over half a Century

IT'S THE QUALITY THAT BRINGS THE REPEAT ORDERS

THE CANADA STARCH CO., LIMITED

Manufacturers of the EDWARDSBURG BRANDS

Montreal Cardinal Toronto Brantford Vancouver

This illustration shows a strong combination for getting new trade and holding it.

Views of the window and interior of the Peebles Hobson & Co. store, Hamilton, Ont.

Backing up Window Trim with Good Interior

Peebles, Hobson & Co., of Hamilton, Make Both Attractive — Aim to Hold the Customer That the Window Induces to Enter the Store—System in Showing Different Quality Goods.

Any real estate man will tell you it is difficult to sell a house with a Queen Ann front and a Mary Ann back. The brick front sometimes looks good from the street and the prospective purchaser becomes interested. But the view from the back yard is different and the sale is off.

Same applies to the appearance of the window in its relationship to the other selling department— the store interior. Sometimes one sees an attractive window display—a trim that will bring people into the store—but on investigation, the interior conditions there spoil the first impressions. That is not good business and is liable to make prospective new customers only occasional buyers.

Both Displays Effective.

A good look at the accompanying illustration shows a good interior display backing up a strong selling window. These are from the store of Peebles, Hobson & Co., Hamilton, Ont., a firm that takes great pride in always showing good window trims and a neat attractive interior arrangement.

Mr. Hobson's idea for getting the most from his displays, either window or interior, is to show prominently only the best goods in stock. If, for instance, he carries two kinds of a certain preserved fruit, he displays the more expensive variety where it will be seen, putting the other in the background to the rear of the store. His reason is that it always gives him a chance to sell the better article. When a customer finds out the price of the line on display she frequently purchases without any more ado. But if she should think the price beyond her means there is the other grade to fall back upon. The chances for selling this are made greater because of the enquiry in the first place. In fact a sale is pretty nearly assured.

One Backs Up the Other.

The illustration herewith suggests to the dealer the advisability of always backing up a bright selling window with an attractively arranged interior. A good combination of this character will not only bring new customers inside the store but will tend to hold them once they cross the threshold.

Business is Just as Good as Last Year

This is General Trend of Opinions Among Manufacturers, Selling Agents and Wholesalers—In Some Cases Demand Exceeded Supply—Slowness in Collections Rather General—Splendid Outlook for Future With Good Crops in Sight.

Montreal, July 2.—(Special)—A large milling firm with head offices in Montreal states that business during the past six months has been satisfactory, although in the three weeks just by there has been a dropping off owing to the rise in Canadian wheat prices. This they say has curtailed export business but at present there is somewhat of a relief.

A Montreal coffee house says that collections have not been up to the mark and attribute this to too much real estate speculation in the West. On this account some new business is being refused.

One of the wholesale grocery houses here reports that they are finding collections a little difficult to make and so cannot meet their own accounts as promptly as they would wish. During the past fortnight, however, probably on account of cheese and creamery season coming in, payments have been better. Some complaints are made that last fall, wholesalers were induced to stock up on goods that they could purchase to-day from 10 to 30 per cent. less .

Another wholesale grocery house here states that volume of business is just as heavy, in fact, heavier than during the first six months of 1912. Collections are, however, a shade harder to make. The head of the firm attributes this to over-investment and speculation. Some retail buyers, he claims, are disposed to spread their purchases around more wholesalers than usual. A third house corroborated this view of the situation.

A fourth house states that business is just as good as during last year. The rumor of money scarcity is not interfering with their regular business. Collections, while they might be better, are found to be fairly satisfactory. Advices from bankers given to dealers in general as to careful buying have kept many from purchasing heavily. Further orders are, however, just as heavy as last year at same time, but trade is expecting lower prices in some instances.

Conditions in Ontario Sound.

Toronto, July 2.—Reports from Ontario indicate that trade is not showing any decline, but on the contrary manufacturers and wholesalers generally say that business has been good and prospects for the future bright. Some of the views expressed to Canadian Grocer are as follows:

Gunn's, Limited, meat packers, West Toronto.—"We can say without hesitation that our business during the past six months has been exceptionally good. There has been a brisk demand for all the products we handle and manufacture.

"Collections have been very good. We have every reason to believe that these conditions will continue throughout the balance of the year, despite the financial stringency, which seems to be affecting real estate and speculative operations to a far greater extent than legitimate business."

Dane, Hortop & Co., manufacturers' representatives. — "Business generally has been good since the first of the year; the difficulty has been to keep up with the demand for the goods we handle. We have had a lull now and again, but it only afforded a chance to catch up with business in hand.

"For the future we see no reason why business should not be better. Conditions throughout the country are good; crop prospects are encouraging; construction work all over means employment, and that means circulation of money. People seem to be less interested in outside affairs and are more than ever attending to their immediate business. A great faith in the future prevails, and in our opinion conditions warrant it."

White & Co., wholesale fruit and produce dealers—"As to the fruit and produce trade we have little to complain of. Prices have been high on nearly all lines in the South owing to frost and flood damage in the early season, but there has been an active market on all lines at this end. Collections are fairly good, sales being on short terms only.

"The outlook is for hand to mouth purchasing. Little speculation on fruits and vegetables will be done this fall, owing to the uncertainty prevailing in the money markets and the enormous losses sustained on stored goods the past season."

Gorman, Eckert & Co., London, Ont., packers of olives.—"Business for 1913 is quite up to the mark compared with former years. Ontario trade, if anything, is better than previous years.

W. H. Gillard & Co., wholesale grocers, Hamilton, Ont.—We desire to say that during the past six months we have found trade very satisfactory, quite equal in volume to the corresponding period of last year.

With regard to the prospects for the remainder of the year, if the large building operations which are now in progress are not checked by continued stringency, and the crops fulfil the promises which they give, we see no reason why the prosperity that has prevailed in the country for some time past should not be continued throughout the year.

Winnipeg Wholesalers Satisfied.

Winnipeg, July 2.—Wholesale grocers seem well satisfied with the volume of trade. All staples are keeping well apace with last year. Some lines such as dried fruits, beans, syrups and teas and coffees are seasonably quiet, but by no means inactive. Fresh fruits, fruit syrups, lime juice and camp specialties including canned goods, are brisk.

THE CROPS IN MANITOBA.

(From Our Own Correspondent.)

The crops throughout Manitoba have greatly benefitted in many sections by the recent timely rains, but at time of writing are needing more.

In most of the province the season so far has been a dry one, but with a sufficient rain-fall during the next few weeks the crop will no doubt be an average one.

Through some parts of the province a very peculiar condition of things exists. In traveling about it is no uncommon sight to see some farmers harvesting last year's crop of flax and in some instances wheat. Others are busy threshing and marketing the crop that could not be handled last year on account of the excessive wet weather that prevailed in the fall.

Strange as it may appear to easterners, much of this wheat and flax is turning out very well and is a fair sample, the former grading No. 3. Truly this is a great country. As one resident remarked the other day California is not in it with Manitoba. They cannot harvest and thresh wheat there in the month of June.

The weather is warm and growth is rapid.

It is said that traveling circuses are an indication of prosperity in the country. If that is so there must be some money in Manitoba as there are an unprecedented number of them traveling through this province this season.

CALGARY CLERKS ORGANIZED.

About 150 members of the Retail Clerks' Association of Calgary, Alta., attended an open-air meeting recently in Victoria park to discuss the objects of the association, which are the securing of shorter hours of labor and better conditions generally for the retail clerks of the city. The president, A. M. Mackie, acted as chairman, and the speakers were Messrs. Evans, Lewis, Andrews, Hyman, Hagger, and Mrs. Defries.

A Window Dressing Contest

During the summer months trade can undoubtedly be greatly stimulated by means of window displays. With the coming of the summer season there opens up a lucrative trade for summer goods. This trade comes to those stores who cater to it with the strongest invitations. Let the window be a good, strong "invitation announcement" to the people.

To encourage and to help to develop window dressing of summer lines, The Canadian Grocer has arranged a window display contest, beginning now and terminating on August 8. This is open to grocers and their clerks in all parts of the Dominion and in Newfoundland. The only conditions attached are that the windows be dressed by the grocer or an employe, and that it shall contain seasonable summer goods.

Prizes will consist of twenty dollars. There will be three prizes for cities above 10,000 population, and three for centres under 10,000. The amounts will be five, three and two dollars respectively. This gives dealers and clerks in smaller places equal chances with those in the cities.

The best possible photograph should be secured. On back of each write brief description of how the display was constructed. Each contestant may enter as many photos as he desires. Mail them not later than August 8 to The Editor, Canadian Grocer, 143 University Ave., Toronto.

The CANADIAN GROCER

Established 1886.
Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

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Winnipeg—34 Royal Bank Building. Phone Garry 2313.
Vancouver, B.C.—2649 Third Ave. West, H. Hodgson.

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New York—R. B. Huestis, 115 Broadway, New York, Telephone 8971 Rector
Chicago—A. H. Byrne, 140 South Dearborn Street. Phone Rand 3234.

GREAT BRITAIN—
London—88 Fleet St., E.C. Telephone Central 12960. E. J. Dodd

Subscription: Canada, $2.00; United States, $2.50; Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, JULY 4, 1913

ENTER WINDOW DRESSING CONTEST.

There are certain men in the grocery trade who do bigger business in summer than in winter. If some can do this, why cannot more? There must be methods whereby trade in these goods can be built up. The camping season is on for one thing and another is that people go in stronger for high-class specialties in summer than in winter. They want summer goods and not so much fresh meats and heavy cold weather foods.

The window should be included as one of the chief methods for securing this trade. It not only sells goods direct, but lets the public know what lines are carried and therefore becomes an advertisement with permanent results.

To help along the art of window display, Canadian Grocer has decided to hold a contest in which prizes will be given to the six best artists who enter. Full particulars are announced on another page. This competition is open to dealers and their clerks, and it is hoped that many will decide at once to jump into the race, dress a good summer window and send along a photograph.

BEGINNING REFORMS AT HOME.

It has been frequently stated that among the best customers of mail order houses are to be found the wives and families of retail dealers in cities, towns and villages. To substantiate this contention there is reprinted below a letter to a mail order house, which was a part of an article written for a daily paper on the humorous side of this phase of business dealing:

"Dear Sirs,—When sending my order, kindly omit label of your firm on the outside of parcel, because my husband runs the biggest store in this town and it would spoil trade and put us in the hole if it was found out we dealt with you. Besides, I have a rival here who copies everything I wear, and I don't want her to get wise to where I purchase my things.—Mrs. S. B."

If retailers are anxious to lessen as much as possible this mail ordering practice, they must begin the house-cleaning at home. If it should be found out that a merchant in a certain community finds it more convenient to buy goods from an outside source than from among his fellow dealers, what excuse has he for preventing his own customers from doing likewise? Let every merchant buy all the goods he does not handle at home and set a good example to the community.

COLLECTING SMALL DEBTS.

No one can give a good reason why the collection of small debts due merchants should not be made easier. In Alberta the retail trade is greatly interested in getting in their money even after a judgment has been secured against the debtors.

At a recent meeting of the Edmonton Board of Trade, a report was submitted by the retail section in regard to a communication from the Calgary Board of Trade respecting the collection of small debts for which judgment had been obtained. Following was the report:

"That the retail section of this board recommends that representations be made by the board of trade to the premier of Alberta, and the three representatives of this city in the legislature with a view to securing amendments to existing provincial legislation designed to facilitate the collection of small debts in cases in which judgment has been obtained but in which the debtor, though apparently able to pay, fails to comply with the court's order to do so; and that the suggested amendments should conform in principle with legislation in effect in the province of Ontario, a number of states of the Union, and particularly in the province of British Columbia, under which there is a penalty clause (section 6, chapter 57) making it binding on a debtor against whom judgment has been obtained either to live up to the order of the court or, if demanded, to submit to the court good reasons for not so doing; and upon failure to do either, the court has power to commit such debtor for contempt."

It would seem to the average layman that the request of this body is nothing but fair. What is the use of going to the expense of securing a judgment if one cannot collect the money afterwards? Such a law would appear to be a farce and it is to be hoped the Alberta retailers will succeed in their request.

RETAINING HEALTH IN HOT WEATHER.

During the hot weather people are anxious to keep healthy even if they cannot always keep cool. Some good advice is given in this regard by Dr. Hastings, the medical health officer of Toronto. Here are some of his suggestions:

Eat no more than you have to. Avoid solids, such as meat, eggs, fats, and other heat producers. Eat fruit, vegetables, and cereals. If you can endure hunger, it is better to eat nothing. This advice is probably a little exaggerated as we all have got to eat something, especially those who have to work.

"A person who cannot eat this weather is fortunate," adds Dr. Hastings. "Food is rather a danger than a benefit."

ported that their business from January to the end of July beverages. Avoid intoxicating liquors.

Do not worry about excessive perspiration. It is a sign that the system is holding its own against the temperature. Thirst produces perspiration. Thus the body works in perpetual motion.

Wear light clothing, and approach nakedness as nearly as propriety will permit.

"This is the time when the conventionalities must go by the board," he declares .

Try to get some sleep. Cold water is the best aid. Frequent baths cool the body and produce drowsiness. Get up in the night and take a cold shower or sponge bath. If you wake in an hour, take another bath. Brief applications of cold water to the body do not hurt the system. Only long immersions are dangerous.

Do not lose your temper or indulge in simmering thought or fiery fulminations. These things are hot in themselves .

If you follow these rules Dr. Hastings believes that you will escape partial sunstroke, dizziness, sick stomach, biliousness and despondency, and will remain fairly well and cheerful in spite of the soaring thermometer.

It will be noted this medical man advises the eating of fruits, vegetables and cereals. The retailer can with profit use this suggestion to increase sales on these lines.

GET RID OF CONSUMERS' LEAGUES.

A dispatch from Calgary, Alta., states that the Consumers' League there will shortly bring into the city a carload of fruit and vegetables to sell at "fair" prices to the general public. The league plans to erect a large tent somewhere near the railway tracks and in this the produce will be sold. The idea, of course, is the old one —to cut down the cost of living. It is claimed in Calgary that the middleman is extortionate in his methods and prices and this league is to be a panacea for all the ills that beset the running of a household.

The best word one can say about members of such a league is that they are either very ignorant or sadly misguided. There are probably no lines under the sun on which net profits are smaller than on staple groceries, fruits and provisions. On these goods the grocer tries to get an average gross margin of about 20 per cent. on turnover . Some do not even get that. From that he must deduct his overhead expenses to obtain his net profit. Expenses in the large cities run up to 15 and 16 per cent. and more. Where can anyone find an excessive profit in such a business?

The great trouble with these so-called consumer leagues is that they are led into this business blindly. They find that a grocer buys eggs for instance at 24 cents and sells them at 28. They think he ought to sell them for 25 cents, and if he doesn't he is extortionate. Then comes the league to remedy the alleged evil. There is a flash in the pan and for a time the price of eggs is cut. But not being built on a sound foundation, they soon go to the wall doing a lot of damage to the legitimate trade in the tumble.

It is time retailers took this matter into their own hands and prevented city governments from allowing such a thing. A town wouldn't be a town at all if there were no merchants. They are the builders of every centre and should be encouraged rather than dogged about. They are a necessity and will always exist whereas leagues of consumers are with us to-day and gone to-morrow and never serve any useful purpose during their brief lives.

GOOD SIX MONTHS' TRADE.

From information supplied to Canadian Grocer by several manufacturers and wholesalers it is evident that business in the grocery trade during the past six months has not gone backwards. Every firm interviewed—as will be seen by an article on another page of this issue—reported that their business from January to the en dof July has been at least as good as during corresponding period of a year ago . This view is held by manufacturers of flour, coffee, provisions, grocery specialties and by wholesale grocers and fruit dealers .

Wholesalers say that the recent warm weather has greatly stimulated sales of fruits, fish, vegetables, cereals and all the lighter grocery foods. This week they are exceedingly optimistic in regard to business, and as crops appear to be normal all over the country, all are looking forward to a splendid year's trade. The only phase of business that might be better is that of collections and these are improving in many districts.

Nova Scotians fear that the apple crop will be below normal this year on account of early warm weather and late frosts—as well as much wet weather. It is to be hoped that their fears are not well grounded.

WHAT SALESMANSHIP IS AND ISN'T.

It cannot be called good salesmanship to cut the price of anything and then sell a lot of it.

Good salesmanship is where a merchant sells a large quantity of an article at the regular, every day price.

Anyone can sell 40 cent. oranges for 20 cents .

But when a grocer sells several dozen more than usual of 40 cent oranges at 40 cents per dozen, by means of a good selling talk, newspaper advertisement or window display, then he may have 'salesman' tacked on to his name.

Some dealers cut prices on several lines and think they are No. 1 salesmen, because sales on those lines increase.

It must be remembered that anyone can give goods away. He can at all times find plenty of recipients, but it requires a salesman to increase sales of a line when it is at all times offered at its true value.

EDITORIAL NOTES.

Keep cool. This is sound advice in business as well as from a weather standpoint.

* * *

Have you arranged for your holidays? A little respite from business cares puts new life into a man.

* * *

It would be interesting to know just what taxes these "consumers' leagues" pay for the upkeep of their own towns.

* * *

July and August are the big fruit months. If short of help, an extra clerk would pay for himself in looking after fruit sales alone.

* * *

If the selection of small eggs for sale by the dozen continues, the Game Wardens may be summoning dealers suspected of handling pigeons' eggs.—Toronto Globe.

* * *

A good summer goods window now and again will tone up the summer sales. When you have your best arranged get a photograph and enter it in The Canadian Grocer contest.

* * *

If those of the general public who send to the mail order houses for goods refrained from choosing those known as "leaders," they would probably soon discover that the alleged superiority of the catalogue house goods is but a delusion.

Advises Against Starting Wholesale House

Inquirer Points Out That Italians Have Succeeded in Wholesale Fruit Business and Desires to Know if Retail Grocers Could Not Do Same—Reasons For the Advice—Former Work With Great Singleness of Purpose.

By Henry Johnson, Jr.

June 14, 1913.

Mr. Henry Johnson, Jr.,

Care Canadian Grocer.

Dear Sir,—I should like your advice on a proposition I am thinking about.

We have in our town, one of about twelve thousand inhabitants, some Italians who went into the wholesale and retail fruit and vegetable business about ten years ago, with practically no capital. They are now worth probably eight or ten thousand dollars. We have about forty grocers here, most of them small, who patronize this firm. I am thinking about starting a stock company, taking in all the grocers I can get to take stock, and start a wholesale fruit and vegetable business. Am thinking that we can drive them out of town, as they are getting about all the retail business.

I will thank you if you can give me your advice on this.

Very truly yours,

I do not think you can win out on this proposition for several reasons, the principal one of which is that those Italians can and will work harder, with greater singleness and concentration of purpose, and be content with slower accumulations than you or I or your neighbors can or will do. That, in a nutshell, is the base of the entire argument.

They Deserve to Win.

But, again, why should you wish to do what you plan? Those men started in your town "practically without capital," and from that beginning they have earned, saved and accumulated $8,000 to $10,000. Surely, then, they are worthy citizens, fully entitled to our tolerance and respect. What better could you ask of a German, or Irishman, or plain "Down East Yankee"? And if you would be pleased to have one of those put that kind of record behind him, why be displeased when an Italian does the like?

Men win who deserve to win—whether they be Italians or other.

Form an Association.

I should think that much the better way would be to get your local grocers together and make a deal whereby those men would confine their operations to wholesale selling. If they could count on having the trade of all of you, or nearly all of that trade, undoubtedly they would be glad to cut out the retail end of their business. Then would you have the advantage of their knowledge, experience and evident enterprise, plus the ability to buy in large quantities, and you would make immediate use of all this instead of entering what is, to my mind, certain to be a losing, destructive fight. For, mark you, those men are not of the stuff which gives up. They have clearly indicated that they have fight in them. If you undertake such a fight with them you will come off second best at the end—and you will then have t obegin where you can begin now without any loss whatever.

Take those men into your association. Make use of them. Fraternize with them. They are worthy to associate with you or they would not have built up such resources where of the forty grocers most are still "small."

A Similar Instance.

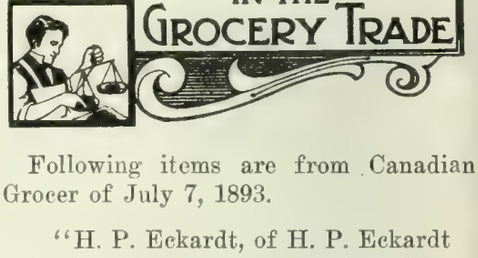
Our town was smaller than yours 25 years ago, though it is three times as big now. The first man to undertake the wholesale fruit business here was a Russian—a big, husky, bright fellow. He frankly made the rounds of the grocers soliciting orders and pledging himself not to retail IF HE COULD GET THE WHOLESALE BUSINESS. "But I will not lose my stuff if you do not buy from me. If I have a lot of berries or other fruit which you fellows will not take off my hands I'LL SELL 'EM for some price. I will not dump them. At the same time I DO NOT WANT TO RETAIL." That was fair and square; but we did not all take it quickly enough. Result was he retailed a lot of stuff. Then he sold out to the son of a Yankee. This second man worked very hard, though he was only a moderately good manager. He did a big business, and I think made some money. In turn, he sold to a Jew.

There are now three wholesale fruit houses here, the biggest and most profitable belonging to the Jew; and he earns all the money he gets by hard work and bold enterprise. He has the goods and knows how to handle them. It is to the advantage of all of us to buy from him, and I for one never go elsewhere that I do not conclude I could have done better with him.

Look up the Saturday Evening Post for the story, "One Way Out." If you do not find it readily, write the office in Philadelphia asking the dates of publication. I think the story is now in book form. Get it and read it carefully—though I hardly need say that, for you will pay attention to it all right when you get into it. Follow that by a reading of "Old Lives For New," by the same author. These stories will illuminate present conditions for you, and I am mistaken if you do not shift your viewpoint just a little bit on this question of other nationalities in legitimate business.

The truth is the eternal one which has been variously expressed since the dawn of literature:

"A man's a man for a' that!"



Following items are from Canadian Grocer of July 7, 1893.

"H. P. Eckardt, of H. P. Eckardt & Co., Toronto, spent a few days fishing on Lake Scugog last week. hooked some large maskallonge and bagged some of the latest fish yarns that are flying around that locality."

Editorial Note.—H. P. Eckardt & Co. is still another of the several wholesale grocery houses who have been in the trade for more than twenty years.

* * *

"The annual meeting of the Hamilton Board of Trade was held on Monday afternoon. The following officers were elected: H. N. Kittson, president; Archdale Wilson, vice-president; C. R. Smith, secretary-treasurer. Council — St. C. Balfour, W. H. Glassco, M. Leggat, A. Gartshore, J. A. Bruce, John Hoodless, W. A. Robinson. Board of Arbitration—J. Turnbull, Robert Thomson, John Calder, F. H. Lamb."

Editorial Note.—It would appear from the above names that in those days the members of the grocery trade took an active part in the Board of Trade work.

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

How Other Grocers Do Things

GOOD IDEA ON SELLING BANANAS.

In selling fruits, J. Peachey, grocer, Brantford, Ont., has adopted the plan of always assorting the different fruits into different grades, and charging prices ranging according to grade. This he does especially in bananas, where he makes three grades which sell at 15c, 20c and 25c per dozen. "No matter how a grocer tries to avoid it," he states, "so long as he leaves bananas on the bunch he will always find some sales clerk who will pick off the finest bananas, leave the poor ones, and in the majority of cases for the customer who least deserves the preference." To avoid such practice Mr. Peachey has resorted to the assortment plan. He claims that since the change he has increased his sales by 50 per cent., and is in a position to give much better satisfaction to his customers.

* * *

COUNTER TOP ALL GLASS.

A counter in the form of a silent salesman, with space below, cased in with glass, for displaying goods, and with an all glass top so as to allow of stocks in drawers being shown also, is one of the "wrinkles" in the Wm. Foster store, Roncesvalles Avenue, Toronto. While in most respects just like the average silent salesman, this is provided with this special device at the top for displaying a larger quantity of goods. Mr. Foster keeps his confectionery in the top, and for further convenience has the drawers divided off into a number of sections, so that a great variety of confectionery is shown at one time.

The counter has the appearance of attractiveness, and the sectional idea for confectionery does away with the sometimes untidy appearance of a number of cardboard boxes.

* * *

DOUBLE DUTY OF ELECTRIC LIGHTS.

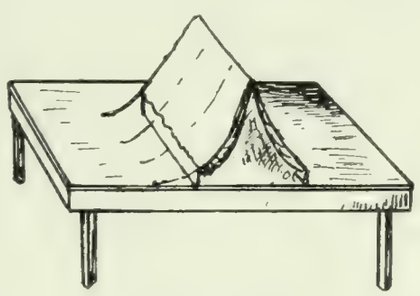
In the grocery department of a large Canadian department store frosted electric light shades are used extensively as an advertising and directing medium. Painted in large black letters on the frosted shades are the names of the various grocery lines handled in those sections of the store.

The idea, although used more extensively in connection with special display booths, for example, to call attention to "Blank's Chocolate and Cocoa," or "Smith's Soups," may also be developed extensively for the purpose of directing customers to the various sections of any store. Thus shades with "Cashier," "Adjusting Bureau," "Fresh Fruits," "Household Goods," etc., might all be used to advantage both for advertising and lighting purposes.

* * *

UNIQUE CAMP GOODS DISPLAY.

To attract buyers of camp goods is what many grocers are trying to do just now. A unique idea is being used in the grocery department of The T. Eaton Co., Toronto, for this purpose. A large table has been set aside laden with all sorts of staple and dainty eatables that the camper would find useful and tasty. The feature of the display, however, is a miniature tent placed in the centre of



Small tent on display table to emphasize camp goods.

the table. Under and around it are placed the jars, packages and cans of the camp goods for sale. These include all kinds of canned fruits, vegetables, meats, milk, fish, pork and beans, soup, etc., condensed soups, preserves and jams in jars, and many other lines. A show card, entitled "Suggestions for the Camper," was fastened to the top of the tent in front.

A clerk in the department stated that this display had sold large quantities of camp goods that otherwise would not have been thought of.

* * *

TICKETS ON SMALL QUANTITIES.

In the store of Fred C. Harp, grocer, Brantford, Ont., price cards are featured strongly. Arthur Harp states:—"We wouldn't be without them. The price we announce through the medium of the card is simply the regular price, not a cut rate. So firmly do we believe in the practice of ticketing goods, that it has come to be quite a hobby with us.

"One feature that we play up is to give the price on small quantities or numbers of an article. For example, we quote lemons 2 for 5 in place of 30 cents per dozen, oranges 5 cents each in place of 60 cents a dozen, and so on. This we do because we think 2 for 5 appears a much more reasonable price than 30 cents a dozen and thus results in more sales than the price when given on larger quantities would do."

* * *

COVERING UP A BARE WALL.

"Empty wall space in a grocery store is never attractive," states Arthur Harp of the Cash Bargain Store, Brantford, Ont. "Until a short time ago, much of the back wall in our store was bare. As the office on the one side, and the door into the shipping department on the other, occupied much space, it was not convenient to put up shelving for the display of goods. I therefore determined to use this empty space to at least some advantage, and so covered it all with the sides of packages of oat cartons, and packages. Now it gives the appearance of a large pile of package oats. Though not as attractive as might be desired, it is much better than a blank wall, and advertises these rolled oats as well."

* * *

CHANGES TO CASH.

J. J. Christopher, grocer, Wetaskiwin, Alta., has adopted the cash system of doing business. In a newspaper advertisement under the heading "Change in Business System," he made the following announcement:—

"On and after June 1st we will conduct our business on a strictly Cash basis, which means that all goods must be settled for when purchased or when delivered at the house. By doing this we hope to increase our volume of business as we will be placing ourselves in a position to give our patrons better value than ever before. We will keep up the high standard quality of our goods and not try to catch trade by offering inferior goods. But we will always sell good goods cheap."

Following up this is a list of "specials" for the first twelve days of June.

Grocer Tells of Change from Credit to Cash

The Difficulties He Had to Overcome and His Methods in Doing So—Used Circulars and Newspaper Space and Presented a Strong Argument—Granted No Favors Even to Sure Pays—An Increase in Business.

By Stanley Williams.

The other day the following letter was received from a Saskatoon, Sask., grocer:—"Editor Canadian Grocer—We contemplate placing our business on a cash basis July 1. If there is any material you can send us to help on this, it will be appreciated." One of the best articles that has appeared in Canadian Grocer on this subject was that from Stanley Williams, a Sarnia, Ontario, dealer who a few years ago changed from credit to cash and who later wrote an article for us on how he accomplished the task. We could not do better than reprint this article as is done on this page. A note of warning, however, ought to be added to anyone contemplating such a change. It is no easy matter and one must be very judicious in what he does and must be able to see his way clearly before he begins.—The Editor.

The merits of a grocery business run on a cash basis, as compared with one run on the credit system, are constantly under review. There are advantages to be cited in either system, but until one adopts the cash system it seems hard to realize what a different business it is.

At the request of a representative of The Canadian Grocer I will endeavor to explain how I changed my credit business to a strictly cash basis. I might also state that I have had several letters from grocers of other towns asking me to explain to them how I effected the change and the results of the new system.

First of all, I would like to go back to when I started in business. When I purchased my stock from R. J. Goring, I opened up accounts with all of his customers that he had found to be all right. Any with whom he had trouble I simply dropped.

Now the question of how I was to increase my trade presented itself to me. To whom to give credit and whom to refuse was the great problem. I was very careful, as I had been in Sarnia six years and knew a good many people.

But what in most families is the method pursued? A monthly account is opened, all items desired are ordered from the solicitor, no attention being given to the price or quantity received, and no account being kept of the cost. The housekeeper has little idea how much the orders amount to.

The monthly bill is presented. It is much larger than the customer expected. Then in a good many cases we hear this: "I can only give you half of that to-day, but will make it up next pay day."

If the account were $30 and a customer paid $15, can she pay $45 next month? How often we get $5 on a $50 account accompanied with an order for $8 worth of groceries to be charged. And then grocers will say that you can sell a family more groceries on credit than you can for cash. Very true, but is there any object in selling a customer more goods than he or she can pay for?

I have yet to meet a grocer who does not complain about the credit system, and how hard it is to collect accounts.

Conference With the Clerks.

On the 1st of October last, I discussed the question with my clerks, and told them my plans. I secured their opinions on the matter, then framed up a strong argument in favor of the cash system. I first used my space in the daily newspapers, and cards in my window announcing the fact that the business would be cash after November 1st. Then in a day or two I mailed five hundred letters to customers and people whom I thought would be interested in the cash system. I sent them the following letter:

Sarnia, Ont., Oct. 10, 1909.

Mr.....

Dear Sir:—As a customer and friend of ours, we know you are interested in what we do, and in our well-being. Therefore, we like to take you into our confidence. What we are going to tell you about we believe is as much to your interest as ours.

In the past this store has been liberal in extending credit. Most of our customers, like yourself, paid promptly. Others did not. We lost what they failed to pay. Now, we have determined that on and after November 1, 1909, we shall sell for CASH ONLY—that means the payment of the money when the goods are bought or cash on delivery. No credits; no bookkeeping; no collections; no disputed accounts to lose us friends. We've placed the date far enough ahead so all our customers can easily adjust themselves to the new plan.

Here's where you'll be benefited: We're going to take what we lost on bad accounts heretofore, and what we paid for collections and bookkeeping, and deduct it from our cash prices. Every time you spend a dollar here you're going to get several cents' worth more than we or anyone else could give you under the credit system. It means saving to you, saving to us, and no bad debts.

We honestly believe you'll welcome the change. You'll get more for your money and have a better command of your finances. There will be no bills to pay for "dead horses." We'd like to have a talk with you about this. Come in and let us explain more fully.

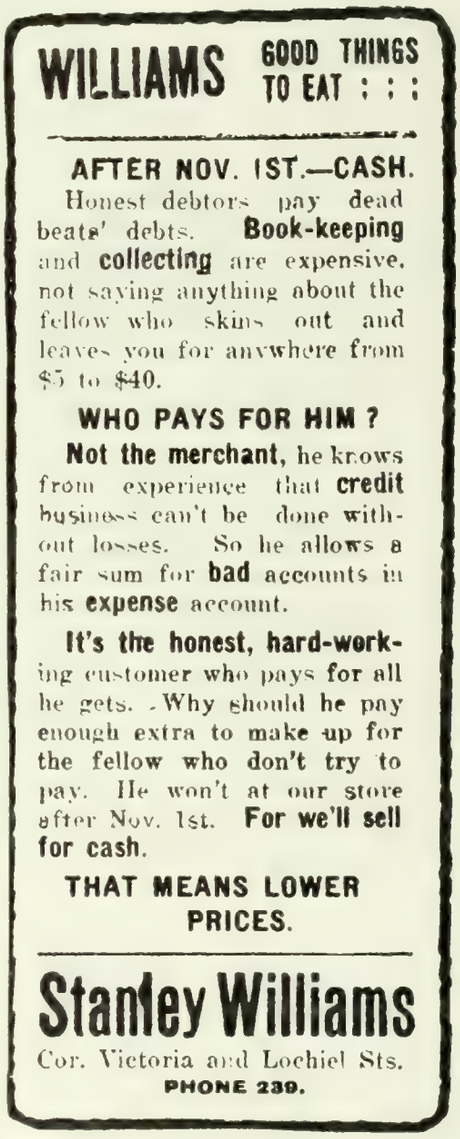
We thank you very much for the trade you've given us, and are sure we'll have better opportunity to serve you than ever heretofore.

Yours very truly,

STANLEY WILLIAMS.

Then as I met and dealt with customers, I took the first opportunities to explain the new system, and why we were adopting it. I also risked my life so far as to visit some 250 in their homes, and was told nearly that many times that it was impossible for them to pay cash. They never had to pay cash and could get all the credit they wanted elsewhere, etc. To make it brief, I asked the railroad employees especially to do two things for me and then I would be satisfied:

1st.—To keep the money they intended to pay me on account, whatever


WILLIAMS
GOOD THINGS TO EAT : : :
AFTER NOV. 1ST.—CASH.
Honest debtors pay dead beats' debts. Book-keeping and collecting are expensive, not saying anything about the fellow who skins out and leaves you for anywhere from $5 to $40.
WHO PAYS FOR HIM?
Not the merchant, he knows from experience that credit business can't be done without losses. So he allows a fair sum for bad accounts in his expense account.
It's the honest, hard-working customer who pays for all he gets. Why should he pay enough extra to make up for the fellow who don't try to pay. He won't at our store after Nov. 1st. For we'll sell for cash.
THAT MEANS LOWER PRICES.
Stanley Williams
Cor. Victoria and Lochiel Sts.
PHONE 239.

News ad. announcing change of methods in selling after a certain date.

amount it might be, and pay cash for one month.

2nd.—To come and tell me after paying cash for one month that they had reason to feel that the benefit wasn't mutual, and I would give them a receipt in full for their account.

Now, we had customers who were usually a year getting their back accounts paid up. But now they are paying as they go and how nice it is for hardworking men to know they haven't their money spent before it's earned.

All Treated Alike.

We had a number of customers who were just as good as cash, would pay the first time they were down-town, or every week or every two weeks, whatever the case might be. They thought the cash system was adopted for the other fellow, and not for them. The great question in my mind was: Can we let some few continue the old system? It was a bold step to take, and one which required a great deal of courage, but after due consideration, I decided to treat all alike, rich and poor, then no man could say to me, "You gave my neighbor credit and refused me."

The new rule was strict. All goods had to be paid for at the counter or on delivery. All orders telephoned were marked C.O.D. on the top near the address. The driver carried his own change, and after each load was delivered he turned in the amount of the bills on the C.O.D. file.

We lost some of our best customers, as they simply refused to pay on delivery, and the driver returned the goods. I might say we had six orders returned on the first cash day. This was the trying time to see the good customers go who could pay cash if they chose to, but here is the one point I wish to emphasize: I have every reason to believe that if we had given way to special customers and let them continue the old system, our trouble would have never ceased. But the very fact of us refusing people with money spread rapidly, and was our first big boost. People knew then that we meant the contents of our announcement when we said that after November 1st—CASH.

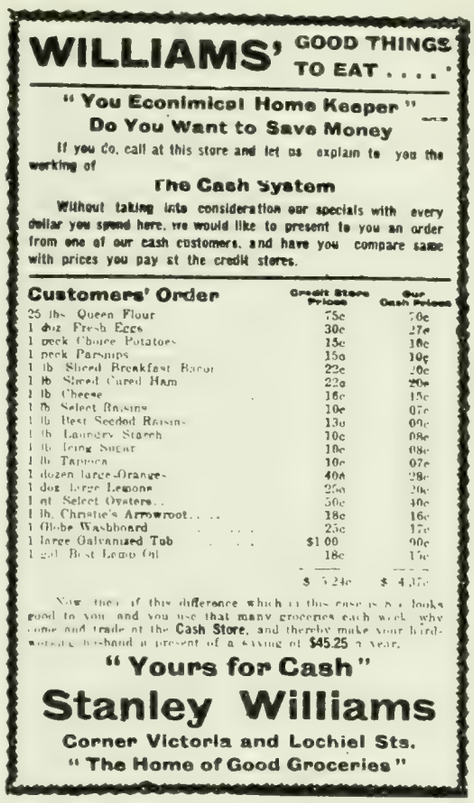
Economical people realize to-day that there are heavy losses with the credit system and they appreciate that expenses connected with collecting, bookkeeping and bad accounts must come out of the profits, and they know who pays it—not the merchant, as he knows when he is figuring his expenses that he must allow a fair amount for this.

Brought Inquiries From Customers.

So they came to our store to see if we could show them advantages that the credit man couldn't.

Our trade has increased in the four months since we adopted the cash system 20 per cent. over the corresponding months of the previous year.

A word about the C.O.D. orders. Customers tell the delivery man that they are more than pleased that he collects at the house. A good many want to pay cash and with the convenience of the phone, and the driver having all necessary change, it saves them walking down town.



WILLIAMS' GOOD THINGS TO EAT . . . .

"You Econimical Home Keeper" Do You Want to Save Money

If you do, call at this store and let us explain to you the working of

The Cash System

Without taking into consideration our specials with every dollar you spend here, we would like to present to you an order from one of our cash customers, and have you compare same with prices you pay at the credit stores.

Customers' Order	Credit Store Prices	Our Cash Prices
25 lbs. Queen Flour	75c	70c
1 doz. Fresh Eggs	30c	27c
1 peck Choice Potatoes	15c	10c
1 peck Parsnips	15c	10c
1 lb. Sliced Breakfast Bacon	22c	20c
1 lb. Sliced Cured Ham	22c	20c
1 lb. Cheese	16c	15c
1 lb. Select Raisins	10c	07c
1 lb. Best Seeded Raisins	13c	09c
1 lb. Laundry Starch	10c	08c
1 lb. Icing Sugar	10c	08c
1 lb. Tapioca	10c	07c
1 dozen large Oranges	40c	28c
1 doz. large Lemons	25c	20c
1 qt. Select Oysters	50c	40c
1 lb. Christie's Arrowroot	18c	16c
1 Globe Washboard	25c	17c
1 large Galvanized Tub	$1.00	90c
1 gal. Best Lamp Oil	18c	15c
	$ 5.24c	$ 4.37c

Now then, if this difference which in this case is not looks good to you, and you use that many groceries each week, why come and trade at the **Cash Store**, and thereby make your hard-working husband a present of a saving of **$45.25** a year.

"Yours for Cash"

Stanley Williams

Corner Victoria and Lochiel Sts.

"The Home of Good Groceries"

Ad. giving special prices when cash is paid and a comparison with credit prices—reduced from 2 column size.

To increase your business under the credit system simply means to take a chance on a few more customers. If you open up ten new accounts and lose one, you simply increase your book accounts and you get the pleasure of doing the extra work. But under the cash system, you sell every one, rich and poor. The more goods you can sell the better, and every night you either have the money, or the goods on the shelf, and how much easier would it be to sell your stock than to sell your book accounts?

Now, there are many more good strong points about the cash system that I feel merchants should find out for themselves, such as the way we get business by our "specials," which we advertise in the paper. We have two specials for each day of the week, but we just give them to the customer who buys $1 worth or more of other goods.

APPROACHING A CUSTOMER TO INTRODUCE NEW LINE.

Speaking of the manner of approaching a customer to sell an expensive article, J. R. Pears, manager of the grocery department of Geo. Williams, Guelph, Ont., recently expressed the opinion that it is useless to attempt a sale without the goods. A free and easy manner is always effective. For example, bringing down a bottle of preserved ginger the first intimation probably is "How do you like that?" The customer's curiosity is generally strong enough to lead her to ask what it is. Following this up with a talk as already outlined, the method is very frequently productive of a sale.

A rule carefully observed throughout the store is never to let a customer go out stating, "That will be all, will it?" where the answer evidently expected is in the affirmative, but always to put the question in a way that will cause thought, as "Are you sure that is all?"

The motto of the store also shows the business attitude. It runs thus: "There is no order too mean to ship, and none too large to handle."

Mr. Williams has made a hobby of securing goods from all over the world. High class fruits and fruit salads are to be found in the store from England, France, and many other European countries, while cheese is brought from France, Denmark, Germany, Holland, and England. This is simply a hobby with Mr. Williams, but goes to show his efforts to secure quality goods.

In building up a trade for all these the grocery department is very greatly assisted by the catering department, each helping the other to the advantage of both.

OPENS NEW OFFICES.

Harold F. Ritchie & Co., Ltd., manufacturers' agents, Toronto, recently moved into their own new building at 14 McCaul St. from 32 Church St. The building is a large four storey one with bright private offices, and showrooms with handsome showcases, wall fixtures and mirrors. It contains too, warehouse rooms to the rear for storing goods. Mr. Ritchie has plans laid to open an office in New York in the fall.

NEW CANNING COMPANY.

The T. J. Medland Co., wholesale grocers, R. Muirhead of Muirhead's restaurant and T. Loblaw, of the Loblaw stores, all of Toronto, are interested in a canning factory at Glencoe, Ont. A report from there states that a $100,000 company has been formed to be known as the Glencoe Canning Co., and that a factory will be erected this fall.

Current News of the Week

Quebec and Maritime Provinces.

J. H. Walker, grocer, St. John, N.B., has sold to Wright C. Broadbent.

Campbell & Dandurand, general merchants, Farnham, Que., have registered.

Samuel L. Scribner, of St. John, recently sustained a fire loss which was covered by insurance.

N. E. Clement & Co., Ltd., grocers and provision dealers, Three Rivers, Que., have obtained a charter.

R. J. Morse, of Furuya & Nishimura, New York, spent some time in Montreal last week on his honeymoon trip.

W. R. Spooner, sales manager North Atlantic Fisheries, Ltd., Halifax and Montreal, returned to Montreal after a visit to the Eastern headquarters.

W. H. Halford, Canadian manager of Furuya & Nishimura, has returned from a trip through Ontario. He also visited a number of American centres.

The British American Tobacco Co., Ltd., has been granted letters patent to carry on the tobacco business in Canada. The head office is in Montreal, the capital stock being $50,000.

In the item referring to Mr. Ward's change from the grocery department of Murphy-Gamble, of Ottawa, to Scroggie's, of Montreal, it should have stated he had become assistant manager of the latter. Mr. Jones is the manager.

Ontario.

New Bros. are erecting a jam factory in Hamilton, Ont.

H. Hardy, of Eby, Blain, Ltd., Toronto, spent a week in New York ending on July 1.

John Gill, of London, has purchased a building at Dutton, Ont., and will start a grocery store there.

M. J. Lawson, of Elmvale, Ont., is starting a grocery department in connection with his harness shop.

W. G. Patrick, of W. G. Patrick & Co., Toronto, sailed yesterday for England and will be away about five weeks.

J. F. MacLaren, manager of the Toronto branch of the Ogilvie Flour Mills Co., was in Parry Sound over the week end.

Geo. Louks, grocer, Hamilton, Ont., is succeeded by Jno. Miller. E. P. Kenner, another Hamilton grocer has sold out.

Merchants of Dutton, Ont., beginning July 2 will close their stores at 6 o'clock, excepting on Saturdays and evenings before holidays.

Chas. Furnace one of the outside staff of T. H. Estabrooks Co., left last Monday for a two weeks' holiday trip up the lakes as far as Duluth.

The L. Sutton Co., of Clinton, Ont., have sold their business to Gunn's, Ltd., and H. Raynor, the local manager, will start in business in Glencoe.

The merchants of Little Current, Ont., have arranged to close their stores at 6 o'clock p.m. on Tuesdays and Thursdays in July, August, September and October.

A new grocery business is being opened in Bowmanville, Ont., by Messrs. Snowden and Pointon, both of whom, for some years, have been salesclerks in other Bowmanville grocery stores.

The Chatham, Ont., grocery boys held a moonlight excursion by the S.S. Ossifrage to Lake St. Clair. The 24th Kent Regiment band was in attendance and the affair was largely patronized.

G. A. Cook, grocer and baker, Newmarket, Ont., has bought the business of W. W. Roberts, Bowmanville, Ont. Mr. Cook intends making Bowmanville his home, and will move there shortly.

A report recently received from Oshawa states that business there is fairly booming. One Toronto tea traveller who visited the town last week claims that he made almost a record breaker from the standpoint of large quantity sales in short length of time.

Thos. Mitchell, who for the past three and a half years has been a member of the outside staff of Davidson & Hay, wholesale grocers, Toronto, Ont., has resigned. Mr. Mitchell covered the territory east of Toronto as far as Belleville, Peterboro and Lindsay. He is being succeeded by R. B. Neil.

Galt, Ont., merchants are considering early closing. Most of the stores have been keeping open till 9 o'clock, but a number have agreed to close at 6.30 on week nights, except Tuesday, when they will keep open till 8 o'clock. The association also favors a weekly half holiday on Thursdays. A committee has been appointed to meet those who have not formally adhered to the early closing plan and to see if an agreement cannot be reached.

Western Canada.

F. C. Mitchell, grocer, Winnipeg, is succeeded by J. H. Avery.

J. B. Ward, grocer, St. James, Man., is succeeded by R. Lamontagne.

F. L. Charleson's general store in Telkwa, B.C., was burned recently.

The Fink Mercantile Co., Cranbrook, B. C., have disposed of the grocery section of their business to Ira R. Manning.

A. W. Barber, Kelowna, B.C., has disposed of his grocery business to the Kelowna Grocery Co. The manager is Geo. Robinson.

The A. Macdonald Company has declared its regular preferred dividend at the rate of seven per cent. per annum and common dividend at the rate of five per cent. per annum for the quarter ending June 30, payable July 15 to subscribers on record July 1.

Secretary C. F. Roland, of the Canada Land & Apple Show, which is to be held this year, October 10-18, at Winnipeg, has already received some hundreds of letters from Easterners, fruit growers and secretaries of fruit-growing associations, indicating that good interest is being taken in this show. It is the first National Land & Apple Show to be held in Canada.

P. R. Colebrook, of Green & Colebrook, Ltd., Auckland, New Zealand, writes: "One of our salesmen in the confectionery department, gained great popularity with customers through giving overweight. We noticed early that he was in great demand and that regular customers would wait a long time just to be served by him. Finally his popularity became so great as to provoke suspicion and upon investigation it was found to have been gained altogether at our expense.

Upon removing him to another department we found that our confectionery sales fell off very considerably, but the profits of the department were increased materially." "

Sugar Advances 20 Points in New York

Refiners Now Sell on a $4.50 f.o.b. New York as Compared With $4.30 Week ago—Firmness is Also Reflected in Canada But Has Resulted in No Change as Yet—Prices Hold Firm—Canned Goods Expected to Open Low Regardless of Pack.

MARKETS IN BRIEF

ONTARIO.

PRODUCE AND PROVISIONS—
Cooked meats Advance 1 cent.
Pure Lard - ¼ cent easier.
Eggs—Easier feeling prevails.
Cheese—Prices on new advance.

FISH AND OYSTERS—
Lobsters—Advance.
Trade—Brisk.

FRUIT AND VEGETABLES—
Holiday prices reported.

FLOUR AND CEREALS—
Purely a weather market.

GENERAL—
Sugar—Feeling is firmer.
Rice—Primary market stronger.
Canned Goods—Expected to open low, regardless of pack.

QUEBEC.

PRODUCE AND PROVISIONS—
Barrelled Pork—Advance 50c to $1.
Butter—Booming.
Cheese Trend is upward.

FISH AND OYSTERS
Lobsters and salmon firming up.

FRUIT AND VEGETABLES—
Lemons—Advanced slightly.
Bananas—Firming up.
Higher prices due to hot weather and holiday.

FLOUR AND CEREALS—
Markets firm, following weather conditions.

GENERAL—
Sugar—Steady.
Molasses—Active.
Seeded raisins—Being firmly held.
Cloves and caraways—Firm.
California apricots—Up 10 per cent.
French Vegetables—Outlook none too bright.

QUEBEC MARKETS.

POINTERS—

Sugar.—Steady.
Molasses.—Active.
Spices.—Firm.

Montreal, July 2.—Wholesalers report that in spite of financial stringency business has been generally good. In fact some say that buying has, in cases, been better than during corresponding period of last year.

Reports from France not only state that the almond crop is none too good, but state further that French vegetables are showing up poorly, and some packers have refused to quote.

California apricots in tins have advanced 10 per cent.

SUGAR.—The demand for this season is reported by wholesalers not to be as heavy as last year because there has been a falling off in berries, nor is the outlook of growing crop any too encouraging. Dealers are therefore simply buying in quantities to fill actual requirements.

Granulated, bags	4 30
Granulated, 20-lb. bags	4 40
Granulated, 5-lb. cartons	4 60
Granulated, 2-lb. cartons, per cwt.	4 60
Granulated, Imperial	4 15
Granulated, Beaver	4 15
Paris lumps, boxes 100 lbs.	5 05
Paris lumps, boxes 50 lbs.	5 15
Paris lumps, boxes 25 lbs.	5 35
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 10
Crystal diamonds, 100-lb. boxes	5 25
Crystal diamonds, 50-lb. boxes	5 35
Crystal diamonds, 5-lb. cartons	6 20
Crystal diamonds, Dominoes, cartons	7 00
Extra ground, bbls.	4 70
Extra ground, 50-lb. boxes	4 90
Extra ground, 25-lb. boxes	5 10
Powdered, bbls.	4 50
Powdered, 50-lb. boxes	4 70
Powdered, 25-lb. boxes	4 90
Phoenix	4 50
Bright coffee	4 45
No. 3 yellow	4 35
No. 2 yellow	4 25
No. 1 yellow	3 95

Bbls. granulated and yellow may be had at 5c above bag prices.

MOLASSES.—Deliveries by wholesalers for orders taken ahead are being made and there is considerable business passing for immediate needs. With the low quality of the choice, molasses people have been led to the use of fancy, although many would very much prefer the old style if it were up to usual standard.

	Fancy per gal.	Choice.
Puncheons	36	35
Barrels	39	38
Half Barrels	41	40

For Island of Barbadoes molasses in Montreal. Combined Territories.

	Fancy	Choice	Fancy	Choice
Puncheons	0 41	0 39	0 39	0 37
Barrels	0 44	0 42	0 42	0 40
Half barrels	0 46	0 44	0 44	0 42

Carload lots of 20 puncheons or its equivalent in barrels or half barrels to one buyer may be sold at "open prices." No discounts will be given.

Antigua	0 32	0 33
Corn syrups, bbls.	....	0 03¼
Corn syrups, half-barrels	....	0 03½
Corn syrups, quarter-barrels	....	0 03¾
Corn syrups, 38½-lb pails	....	1 75
Corn syrups, 25-lb. pails	....	1 25
Cases, 2-lb. tins, 2 doz. per case	....	2 40

DRIED FRUITS.—Considering the season the business passing is satisfactory. Of course the chief demand is for the higher grade.

Samples of new Californian apricots are on way and quality is reported good.

Seeded raisins are held firm but demand is not great. Early fall shipments of seedless and Sultanas are asked for, but if reports are correct there is little desire on part of packers to fill orders.

Raisins—		
Choice seeded raisins	....	0 07½
Choice fancy seeded, 1-lb. pkgs.	....	0 08
Choice loose muscatels, 2 crown, per lb.	....	0 06½
Choice loose muscatels, 3-crown, lb.	....	0 06¾
Choice loose muscatels, 4-crown, per lb.	....	0 07½
Seedless, new, in packages, 12 oz.	0 07	0 07½
Seedless raisins, new 16 oz. pkgs.	0 08	0 08½
Select raisins, 7-lb. box, per lb.	....	0 07
Sultana raisins, loose, per lb.	0 08	0 10
Sultana raisins, 1 lb. cartons	0 09	0 11
Malaga table raisins, 3-crown, lb.	....	2 50
Malaga table raisins, 4-crown, lb.	....	3 40
Malaga table raisins, 5-crown, lb.	....	4 00
Malaga table raisins, 6-crown, lb.	....	5 20
Malaga table raisins, 7-crown, lb.	....	5 50
Malaga table raisins, clusters, per ¼ box	0 75	1 25
Valencia, fine, off stalk, per lb.	0 06½	0 07
Valencia, select, per lb.	0 07	0 07½
Valencia, 4-crown layers, per lb.	....	0 08
Evaporated apricots	0 14½	0 15
Evaporated apples	....	0 06½
Evaporated peaches	0 09¼	0 10
Evaporated pears	0 12½	0 14
Currants, fine filiatras, per lb., cleaned	0 06½	0 07
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 07¾	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	0 06¾	0 07½
Dates, Hallowee, loose	....	0 05
Fards	....	0 11
Figs, 3 crown	....	0 10½
Figs, 4 crown	0 10¾	0 11
Figs, 5 crown	0 11½	0 12
Figs, 6 crown	0 12½	0 13½
Figs, 7 crown	0 13½	0 14
Figs, 9 crown	0 14½	0 15
Comadre figs, about 33-lb. mats.	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 16-oz., per box	0 07½	0 08
Prunes—		
20-30	....	0 12
30-40	0 11	0 12
40-50	....	0 09½
50-60	....	0 08½
60-70	....	0 07½
70-80	....	0 07
80-90	....	0 06½
90-100	....	0 06
Bosnia prunes	0 07	0 08
Cases, 5-lb. tins, 1 doz. per case	....	2 75
Cases, 10-lb. tins, ½ doz. per case	....	2 65
Cases, 20-lb. tins, ¼ doz. per case	....	2 60
Pure maple syrup, in 8½ lb. tins		0 75
Pure maple syrup, in 15-gal. kegs, 8c per lb., or, per gallon		1 60
Pure maple sugar	0 10	0 11

TEAS.—The rumor current in Montreal and referred to in last week's issue that new crop Japan teas would be 10 per cent. lower this year than last has been denied by a prominent importer who states that the decrease only amounts to ½c or thereabouts. Market is still firming up and while there is little chance of another increase, yet the scarcity of the good quality leaf must make itself felt.

Latest advices from Japan state that the hot weather there has caused the leaf to grow very rapidly and therefore teas will be available a little earlier than hitherto.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 26	0 30
Good common	0 20	0 25
Common	0 18	0 20
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Spanish No. 1	....	0 12¼
Virginia No. 1	....	0 13¼
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey. gunpowder, pinhead	0 30	0 50

COFFEE.—Roasters report that they have no reasons to complain about volume of business offering, and state that if collections were better, a very satisfactory state of affairs would exist. There is no change in market conditions.

Mocha	0 28	0 29
Rio	0 19½	0 21½
Mexican	0 25	0 28
Santos	0 21½	0 23½
Maracaibo	0 22½	0 24½
Javas	0 30	0 40

SPICES.—Market for most lines is firm. Cloves are firm to a degree and

it is hardly likely that any decrease will take place until new crop comes along. Carroways are also on the strong side and are expected to remain so.

Allspice	0 13	0 18
Cinnamon, whole	0 18	0 20
Cinnamon, ground	0 16	0 20
Caraway seed	....	0 12
Batavia cinnamon	0 25	0 30
Cloves, whole	....	0 28
Cloves, ground	0 24	0 35
Cream of tartar	0 25	0 32
Ginger, Cochin	0 17	0 20
Ginger, Jamaica	0 20	0 25
Ginger, Jamaica, whole	0 17	0 20
Mace	....	0 75
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 27½	0 30
Peppers, white, whole	0 25	0 27
Pepper, black, whole	0 15	0 17
Pimento	0 15	0 17

RICE.—A few substantial orders have been booked, but trade is not so active as can be expected during warm season.

Reports from Patna are pretty much the same as last week.

Rangoons—		
Rice, grade B, bags 250 lbs.	....	3 35
Rice, grade B, bags 100 lbs.	....	3 35
Rice, grade B, bags 50 lbs.	....	3 35
Rice, grade B, pockets 25 lbs.	....	3 45
Rice, grade B, ½ pockets, 12½ lbs.	....	3 55
Rice, grade C.C., bags 250 lbs.	....	3 25
Rice, grade C.C., bags 100 lbs.	....	3 25
Rice, grade C.C., bags 50 lbs.	....	3 25
Rice, grade C.C., pockets 25 lbs.	....	3 35
Rice, grade C.C., ½ pockets, 12½ lbs.	....	3 45
India bright, 250 lb. bags	....	3 50
Lustre, loose, 250 lb. bags	....	3 60
Patna, polished	....	4 40
Finest imported Patna, 224 lb. bags	....	5 37½
Finest imported Patna, 112 lb. bags, bag	....	5 50
Finest imported Patna, 56 lb. bags	....	5 62½
Pearl	....	4 60
Sparkle	....	5 10
Crystal	....	5 10
Snow	....	5 30
Imperial Glace	....	4 90
Ice Dips	....	5 45
Canadian Caroline rice	....	7 10
Imported Caroline rice, hand picked	....	9 60
Imported Caroline rice, fancy	....	8 00
Brown sago, lb.	0 04½	0 05½
Tapioca, medium, pearl, lb.	0 05¼	0 06
Seed, lb.	0 05	0 06

NUTS.—There does not seem to be any very great interest taken by retailers in nuts at present, most of the demand coming from manufacturers for factory use. Latest advices from Continent state that there will be an abundant supply of filberts this year, but no very re-assuring news is forthcoming about almonds from producing centres.

In shell—		
Brazils	0 19	0 20
Filberts, Sicily, per lb.	0 12½	0 13
Filberts, Barcelona, per lb.	0 11	0 13
Tarragona Almonds, per lb.	0 16	0 16½
Walnuts, Myette Grenobles, per lb.	0 15	0 16
Walnuts, Marbots, per lb.	0 12½	0 13½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown, selected, per lb.	0 35	0 37½
Almonds, 2 crown, selected, per lb.	0 31	0 32
Almonds (in bags), standards, lb.	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08¾
Coon, roasted	....	0 08¼
Diamond G, roasted	....	0 09¼
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Pecans, jumbo	0 18	0 20
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 29

ONTARIO MARKETS.

POINTERS—

Sugar.—Situation firm.

Molasses.—Firmer.

Coffees.—Lower grades easier.

Spices.—Firm.

Rice.—Situation strong.

Canned Goods.—Low levels predicted.

Trade.—Brisker.

Toronto, July 3.—Trade has taken on a much brisker tone during past week. One wholesale grocery firm stated: "We have all we can handle at present, and the same feeling seems to prevail along the street." Owing to extremely hot weather, light summer lines have been moving more freely, and much more in demand than heavy groceries. Cereals and summer drinks are two lines particularly worth mentioning, but many others are also included.

As to collections, prospects seem rather inclined to be better. One firm states: "For all legitimate lines of business, money seems fairly easy, and, of course, groceries are quite legitimate."

SUGAR.—New York keeps on upward trend, and though trade here has not followed, sentiment is quite in keeping with New York changes. Raws in New York moved up twice on Tuesday, and since last report refined have advanced 20 points. All United States refiners except the Arbuckle, are now up to a $4.50 f.o.b. New York, less 2 per cent., basis, and market continues firm. Strength of market is attributed largely to heavy prevailing demand for United States refined. Owing to abnormally heavy crops, low prices have ruled to date, and on account of this and other peculiar conditions there has been no disposition to speculate in refined. Thus the trade enters upon the season of heaviest consumption with almost no stocks, and for this reason buying is likely to be of a daily hand to mouth nature for some time. This means that refiners' production will be readily absorbed, which indicates good prospects for future.

At present refiners are handicapped owing to a shortage of raws on hand. As a result of a feeling that tariff changes would be against them, and that the market would improve, buyers of raws have held off. This condition is expected soon to right itself, but probably only after buyers come up with their offerings.

To date there has been no change in the Canadian situation. Prices hold at last week's level, but a marked improvement is noticeable in consumptive demand. For this reason, and owing to the strength of the outside market there are those who look for an improvement in values in the near future.

Year ago, sugar in Toronto sold on a $5.15 basis, or an advance of 75 cents over present prices.

Extra granulated, bags	4 40
Extra granulated, 20-lb. bags	4 50
Extra granulated, 5-lb. cartons	4 70
Extra granulated, 2-lb. cartons	4 70
Second grade granulated	4 25
Yellow, bags	4 00
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	4 80
Extra ground, 50-lb. boxes	5 00
Extra ground, 25-lb. boxes	5 20
Powdered, bbls.	4 60
Powdered, 25-lb. boxes	5 00
Powdered, 50-lb. boxes	4 80
Crystal diamonds, 5 lb. boxes	7 10
Crystal Dominoes, 5 lb. boxes	7 20
Paris lumps, in 100-lb. boxes	5 15
Paris lumps, in 50-lb. boxes	5 25
Paris lumps, in 25-lb. boxes	5 45
Paris lumps, cartons, 20 to case	0 35

MOLASSES.—Owing to raw sugars continually advancing both in New York and at sources of production, a feeling of greater firmness prevails throughout molasses markets. The action of some firms in advising that no orders be booked after June 30 would tend to forecast a change, and especially now, considering primary market. No change has yet been announced, however, but some anxiety is being felt as to what future will bring.

Syrups—		Per case.
2 lb. tins, 2 doz. in case		2 40
5 lb. tins, 1 doz. in case		2 75
10 lb. tins, ½ doz. in case		2 65
20 lb. tins, ¼ doz. in case		2 60
Barrels, per lb.		0 03¼
Half barrels, lb.		0 03½
Quarter barrels, lb.		0 03¾
Pails, 38½ lbs. each		1 75
Pails, 25 lbs. each		1 25
Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50
Maple Syrup—Compound—		
Gallons, 6 to case		4 80
½ gals., 12 to case		5 40
¼ gals., 24 to case	4 80	5 40
Pints, 24 to case	2 70	3 00
Maple Syrup—Pure—		
5 gallon cans, 1 to case	....	1 25
Gallons, 6 to case	6 60	8 00
½ gallons, 12 to case		7 25
Quarts, 24 to case	7 25	8 40
Pints, 24 to case	....	4 70
Maple Sugar—		
Pure, per lb.	0 14	0 15
Maple Cream Sugar—		
24 twin bars	....	1 80
40 and 48 twin bars	....	3 00
Maple butter, lb. tins, dozen	....	1 90

DRIED FRUITS.—All California fruits hold firm, with holders showing no inclination to sell. Feeling prevails that higher prices are likely to rule later in season.

Even better reports are forthcoming regarding crop of Valencia raisins, so now lower prices would almost seem assured.

Apples, evaporated, per lb.	0 06½	0 07
Apricots—		
Standard, 25-lb. boxes	....	0 14
Choice, 25-lb. boxes	....	0 16
Fancy	0 18	0 22
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Currants—		
Filiatras, per lb.	....	0 07
Amalas, choicest, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Vostizzas, choice	....	0 10
Vostizzas, shade dried	0 10½	0 11
Cleaned, ¼ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½
Figs—		
Natural figs, in bags, lb.	0 05	0 07
Comadre figs, in taps, per lb.	0 04	0 04½
Eleme figs, in boxes, according to size, lb.	0 08½	0 15
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 11	0 12½
Choice, 50-lb. boxes	0 07½	0 08
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 12½	0 13¼
40 to 50, in 25-lb. boxes, faced	....	0 11¼
50 to 60, in 25-lb. boxes, faced	....	0 09
60 to 70, in 25-lb. boxes, faced	....	0 07½
70 to 80, in 25-lb. boxes, faced	....	0 07
80 to 90, in 25-lb. boxes, faced	....	0 06½
90 to 100, in 25-lb. boxes, faced	....	0 06
Same fruit in 50-lb. boxes, unfaced, ½c less.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, old stock	0 07½	0 08
Seeded, fancy, 1 lb. packets	....	0 08
Seeded, choice, 1 lb. packets	0 06¾	0 07

TEA.—Buyers on London market this week bought at same price as week ago, which would indicate no change in situation. Quality is still off, and all markets more or less uninteresting.

COFFEE.—An easier tendency prevails on lower grades, but mild coffees are being well maintained. Bogotas and fine Mexicans are scarce, practically all of the latter having now been shipped from the source of supply.

Coffee, Roasted		
Bogotas	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 35
Maricaibo	0 25	0 26
Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 19	0 21
Santos	0 23	0 25
Chicory, per lb.	0 11	0 13

SPICES.—All spices hold firm. Peppers, both black and white, show no sign of declining, and same applies to cream of tartar and other lines.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 95	..—1 08
Cream tartar	30—31	.....	.....
Curry powder	..—35	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	19—22	67—0 75	80—0 90
Peppers, white	27—29	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Cardamon seed, per lb., in bulk	2 25	1 80
Cinnamon, Ceylon, per lb.	....	0 50
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 60	0 70
Shredded cocoanut, in pails	0 17	0 20

RICE AND TAPIOCA.—A report from London, just received, states with regard to Patna rice: "There is no possibility of selling at lower prices. Stocks are small, and the export of rough rice from India is finished for season. As we are now getting towards the end of the stock, the question is, 'What further advances are to be made?'"

Also regarding Rangoon rice: "Market has been suffering from a long period of inactivity, but we do not see any room for a further decline in prices. Whole tendency of rice market has been brighter during past week, and we really believe bottom prices have been reached."

	Per lb.	
Rice—		
Rangoon, per lb.	0 03½	0 04
Rangoon, fancy, per lb.	....	0 05½
Patna, per lb.	0 05½	0 06½
Japan, per lb.	0 05½	0 08
Java, per lb.	0 06½	0 07
Carolina, per lb.	0 08	0 10
Sago—		
Brown, per lb.	0 05	0 05½
White, per lb.	....	0 06½
Tapioca—		
Bullet, double goat	....	0 09½
Medium pearl	....	0 05
Seed pearl	....	0 05½
Flake	....	0 09½

NUTS.—Firmness continues to prevail in all markets. At present, however, few lines save peanuts are moving at all.

	Per lb.	
In shell—		
Almonds, Formigetta	0 15	0 16
Almonds, Tarragona	....	0 17
Brazils	....	0 15
Filberts, Sicily	....	0 10
Filberts, Barcelona	....	0 09½
Peanuts, green, per lb.	0 10	0 10½
Peanuts, roasted	0 12	0 14
Pecans	0 18	0 20
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Grenoble	0 16	0 16½
Walnuts, Marbots	0 14	0 15
Walnuts, Cornes	0 13	0 14
Shelled—		
Almonds	....	0 40
Filberts	....	0 27
Peanuts	0 09	0 10
Pecans	....	0 75
Walnuts, new	0 30	0 32

BEANS.—Prices are again inclined to be easier, but show such a range, according to samples, that no one price can be quoted. Even H.P. fail to show uniform quality, and much has to be judged by color.

Beans, Canadian, H.P., per bus.	2 00	2 25
Beans, Canadian, cheaper grades	1 80	2 00
Austrian pea beans, H.P.	2 75	2 85

CANNED GOODS.

Toronto, July 3.—Canned goods market is at present in quite an unsettled condition. In anticipation of lower prices, buyers are not at all keen to place orders unless a bargain is assured.

One broker states: "Futures are likely to be cheaper whether fruit is scarce or not, as canners have come to the conclusion that their goods will not sell satisfactorily at high prices unless packs are much below normal."

Prices on peas, strawberries, raspberries and cherries are expected to be announced shortly.

MANITOBA MARKETS.

POINTERS—

Almonds—Advance 3c per lb.

Raw Sugar—Firmer.

Winnipeg, July 2.—Typical summer weather characterized by extreme heat and fierce electrical storms has prevailed over the West during the past week and nearly all sections have had abundant rainfall. Vegetation is making luxurious growth and grain crops are promising.

Good crop prospects are giving a healthy tone to business and there are no complaints except among real estate men who complain of lack of all speculation.

This week the annual industrial exhibition in full swing and is, as usual, giving quite an impetus to retail trade in all lines while it is in progress.

SUGAR.—Raw sugar is reported to be firmer in the primary market and there is an improved consumptive demand for refined product. The preserving season here is just commencing and there is a good demand.

Extra standard granulated, per bbl.	4 85
Montreal yellow, per bbl.	4 45
B.C. yellow, per barrel	4 45
Icing sugar, per barrel	5 45
Powdered, per barrel	5 25
Lumps, hard, per barrel	5 75

Sugar in sacks, 5 cents less.

SYRUPS.—Business in syrups is seasonably quiet particularly as butter prices are about as low as they will be. A steady rise in corn prices points to all corn products advancing in near future.

Corn Syrups—		
2 lb. tins, per case	....	2 28
8 lb. tins, per case	....	2 63
10 lb. tins, per case	....	2 51
20 lb. tins, per case	....	2 62
Barrels, per 100 lbs.	....	3 82
Molasses, New Orleans, gal.	0 33	0 35
Molasses, Barbados, gal.	0 45	0 50
Maple syrup, quarts, per case	....	6 20
Maple syrup, ½ gals.	....	5 85

DRIED FRUITS.—Prunes are reported firm but unchanged. Business in dried fruits is quiet as is usual at this time.

	Per lb.
Prunes—	
Prunes, 90 to 100, 25 lbs.	0 05¼
Prunes, 80 to 90, 25 lbs.	0 06
Prunes, 70 to 80, 25 lbs.	0 06¼
Prunes, 60 to 70, 25 lbs.	0 06⅞
Prunes, 50 to 60, 25 lbs.	0 08
Prunes, 40 to 50, 25 lbs.	0 10
Apricots—	
Choice	0 15½
Standard	0 13½
Slab	0 11½
Nectarines	0 11½
Cooking Figs—	
Choice boxes	0 06¼
Half boxes	0 06½
Half bags	0 05¼
Valencia Raisins—	
Fine, f.o.s., 28s, s.p., per box	2 75
Fine, selected, 28s, s.p., per box	2 70
4-crown layers, 22s, s.p., per box	2 65
4-crown layers, 17s, s.p., per box	1 35
4-crown layers, 17s, s.p., per box	0 75
Ne plus ultra, 82s, s.p., per box	2 20
Sultanas—	
California	0 09¾
Smyrnas	0 14 0 14
Currants—	
Dry clean, per lb.	0 07½
Washed, per lb.	0 07¾
1-lb. package	0 08¾
2-lb. package	0 17¾

TEAS AND COFFEES.—Hot weather does not particularly favor retail trade in teas and coffees but this year's consumption at this time is quite up to average of last year and in fact a little better. In coffee, the new crop season in Brazil is starting with prices at a comparatively low level.

Coffee—		
Green Rio, No. 5	....	0 16¼
Roasted Rio	....	0 21
Green Santos	....	0 17
Roasted Santos	....	0 23
Chicory	....	0 11¼
Teas—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japans, May picking	0 35	0 50
Japans, choice	0 35	0 45

NUTS.—As predicted in this market, some issues back, almonds have had a sharp advance in price. This is due to a failure of the Mediterranean almond crop. Brazils are also likely to be scarce and dear. Other lines are steady. Peanuts are in good demand.

Brazil	0 18	0 19
Tarragona almonds	....	0 16¼
Peanuts, roasted, Jumbos	....	0 13
Peanuts, choice	....	0 11
Pecans	....	0 22
Marbot walnuts	....	0 13½
Grenoble walnuts	....	0 16
Sicily filberts	....	0 11½
Shelled almonds	....	0 37
Shelled walnuts	....	0 31

BEANS.—Just at present there are not many beans moving and trade in this line is quiet.

Beans—		
Hand picked	....	2 35
3 lb. picker	....	1 95
Peas—		
Split peas, sack, 98 lbs.	....	3 85
Whole peas, bushel	2 75	2 85
Barley—		
Pot barley, per sack 98 lbs.	....	4 75
Pearl barley, per sack 98 lbs.	....	3 65
Wheat granules, bale of 16	....	3 08

CHANCE FOR BRIGHT CLERK.

Secretary W. C. Miller (632 Yonge Street, Toronto), of the Ontario Retail Grocers' Association, has an application for a clerk from a large Western Canada retail grocery house. This firm desires a young man who has had good experience selling high quality groceries, who is careful, honest, of good appearance and standing, and who has initiative. To a good man this firm will pay around $65 a month to begin with. Young clerks who are looking for a position and who can qualify for this, should get in touch with Mr. Miller at once.

The Proper Calculations of Retail Profits

The Sucess of a Business Depends Upon the Adoption of a Proper System of Pricing—Profits Should be Reckoned on Selling and Not on Cost Price—A Definition of Cost Price—Figuring Costs of Doing Business.

A problem in which every retail merchant is interested, or should be interested, is the proper calculation of profit on his merchandise. Profit and success are inter-dependent and success is morely closely related to profit than to any other incident of the retail business. In our many interviews with credit managers and wholesalers, we have been told repeatedly that the cause of financial difficulty, which in some cases eventually means failure can in the majority of cases be accounted for by the fact that the merchant is afraid to put on the necessary amount of profit, or does not figure his profits correctly and overlooks the fact that 50 per cent added to the cost is only equivalent to 33 1-3 on the sale. This is the feature that we wish to impress on the minds of our readers, the percentage on cost is altogether different to the percentage on sale.

Another point that should not be forgotten is the fact that the invoice price is not the cost of the goods,. The cost should include freight and cartage charges and represent the actual cost of the goods laid down in the store. The margin of profit should then be added to the cost, but, in adding the profit, the dealer should again remember that 50 per cent. of the cost is only 33 1-3 per cent. of the selling price.

The merchant should make his plans ahead and consider carefully every detail connected with his business. He should consider the amount of his capital invested and the amount of stock he can afford to carry. He should endeavor to turn his stock at least 3 or 4 times. In figuring his expenses he should not forget to include such items as his own salary, rent on the building even if he is the owner, interest on the investment, allowance for bad debts, and carrying accounts, where a credit business is done.

There are also many other items that must not be overlooked. Expenses are always, or should be figured on sales. The percentage cost of doing business varies to a great extent among the hardware trade, some merchants state their expenses to be as low as 16 per cent. and others as high as 23 per cent. of their sales. In some cases the percentage is even higher than 23 per cent. Let us take, for example, a firm that is doing business under an expense of 20 per cent. In order for this firm to break even, it would be necessary to add 25 per cent. to the laid down cost of the goods. The merchant should not lose sight of the fact that the percentage is figured on his total sales and does not make allowance for staple lines such as sugar, butter, etc., on which he is often unable to get that percentage of profit. If he goes below that percentage on any line of goods, he is losing money on that line, and it must be made up in some manner or a deficit is bound to result. If in this particular instance, the dealer does not get an average of 25 per cent. on the laid down cost of all his merchandise, he is losing money. If on the other hand he gets 25 per cent. on his laid down cost, he is only breaking even and is not making a profit on his investment.

If a dealer cannot make a reasonable profit on his investment, he would be much better off if he used his capital and energy in other directions.

In making up expenses, the merchant should be extremely careful in seeing that all items of expense are included, not overlooking interest on money borrowed, if any. The percentage of advance should be sufficient to cover all expense items and in addition afford a reasonable profit as well.

One of the predominant features of success in the retail business is the proper calculation of and adding profits. Do not forget that the invoice price is not the cost upon which to add your profit, add freight charges, cartage and any other expenses which are necessary to put the goods in the store, and on the total add your percentage of profit. Always bear in mind that 50 per cent. on your cost only means 33 1-3 per cent on your sale. If your business is not yielding you the returns that it should, it is time that you investigated it. The proper figuring of profit often means success or failure.

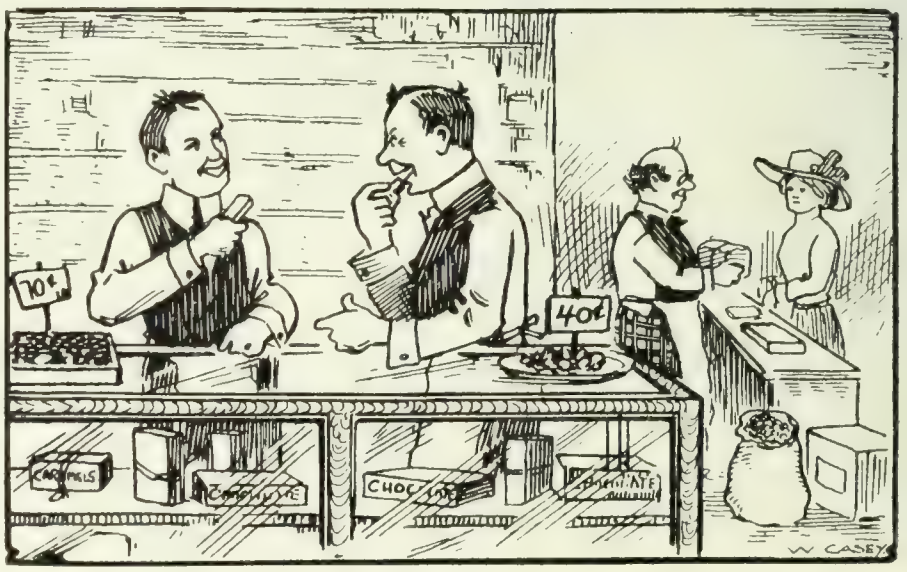
It is a good plan to be friendly with your opposition. A friendly feeling will often eliminate price cutting on staple lines. There are many towns and cities in which staple goods are often sold below cost on account of unfriendly competitors. On the other hand there are towns in which the merchants are on the best of terms with each other and frequently hold conferences to discuss trade matters. In these towns we find that price cutting on staple lines has been eliminated to a great extent and that each dealer is able to get a reasonable profit on his merchandise. In towns and cities where the merchants are not unfriendly they are often enabled to save losses from bad debts or dead-beat customers, through information gleaned from each other.

THE AD. INTRODUCTION.

C. A. Welsh, New Westminster, B.C., introduced an advertisement in a newspaper recently as follows:—PICKLING SEASON AND PRESERVING SEASON is again with us and now is your time to look into the future and provide your next winter's supply of table fruits, vegetables, pickles and relishes.

CALL ON US this year for your supplies. Our stock of fresh fruits will be always the best to be had in season. We handle the famous E. Z seal fruit jars and pure granulated sugar.

LEAKS IN CARTOON



Flour Market Dependent Upon Weather

Announcement of Prospects of Heavy Rain Enough to Cause Slump in Wheat Market—No More Changes Expected in Flour or Cereals Till Crops Are Fully Assured—Dealers All Make Mill Feeds Sell Their Flour by Keeping Prices Low.

Feeling in general this week appears to be that crop conditions have been greatly discounted. Some of the larger grain buying centres have already taken up the cry, rendering the market in an extremely sensitive condition, likely to fluctuate upon the slightest provocation. Any damage to crops now would be most likely to result in prices even higher than present level.

July wheat in Winnipeg closed Monday at 96⅞, a drop of 1⅝ cents on the week, and October wheat at 92⅞, a drop of ½ cent on the week. These prices, however, are liable to fluctuate anywhere up to 2 cents from day to day. Weakness in Chicago on Monday was attributed to more encouraging crop reports.

All feeds are practically cleaned up. One Toronto miller states: "When flour went up, feeds were taken up as if by a big scoop. Some buyers are still trying to put one over on us, and get a full car of feeds, but we can't afford to sell that way, and only let the price remain where it is in order to sell our flour."

MONTREAL.

FLOUR—Trading is fairly brisk at present but very little export business is being transacted owing to the spread between Canadian and American wheat. Ontario flour as always happens at this time of year has advanced to an appreciable extent.

Spring wheat flour remains firm, both counter and local buyers ordering strongly.

Manitoba 1st Spring wheat patents, bags	....	5 60
Manitoba straight patents, in bags	....	5 10
Manitoba strong bakers, in bags	....	4 90
Manitoba second, in bags	....	4 70
Winter wheat, fancy patents, in bags	4 50	4 75
Straight rollers, in bags	....	5 25

ROLLED OATS. — Trading is good with market firm. Local houses report good business in spite of recent advance in price. Export business, though, is not so heavy.

Rolled oats, in 25 sack lots	....	2 15
Rolled oats, in single bag lots	....	2 35
Rolled oats, in bbls.	....	4 55
Standard oatmeal, in single bag lots	....	2 36
Granulated oatmeal, in single bag lots	....	2 36
Fine oatmeal, in single bag lots	....	2 36
(In 25 bag lots the price of the above is 10c lower.)		
Rolled wheat, in barrels	....	2 70
Hominy, in 98 lb. sacks	....	2 05
Cornmeal, in 98 lb. sacks	....	1 90
Rolled oats, in cotton sacks, 5c more.		

MILL FEEDS.—Market for bran holds quite firm at advance reported last week. Supplies have been greatly reduced, owing to increased demand both from local and outside points. Should present weather conditions prevail for long, even a firmer feeling, with possibility for a further advance, might readily be expected.

Bran, in car lots, per ton	....	18 00
Shorts, in car lots, per ton	....	19 00
Middlings, in car lots, per ton	....	22 00
Wheat moulee, per ton	23 00	25 00

TORONTO.

FLOUR.—"We're not getting much new business on the new basis," states one miller, "but all our customers who had booked up with us are gladly taking delivery on old orders."

Situation is purely a weather market, and likely to continue so until definite assurance can be given of the growing crop. At present wheat holds firm, but is extremely sensitive and liable to fluctuate at any moment upon the prediction of heavy rains.

To keep flour moving dealers are keeping feeds down, but are refusing to sell except in mixed cars with a fair proportion of flour in each.

Manitoba Whaet Flour—	car lots,	in bags. per bbl.,
First patent	....	5 50
Second patent	....	5 00
Strong bakers'	....	4 80
Flour in cotton sacks, 10c per bbl. more.		
Winter Wheat Flour—		
Fancy patents	4 90	5 10
90 per cent.	4 80	5 00
Straight roller	4 60	4 80
Blended flour	5 05	5 35

CEREALS.—"For export we have been doing a little business in cut oatmeal," states one broker. Early in the year the States cut us out, so that we have done no business in that line since February; but now oats have gone up high enough on the other side to give us a look in." Should oats continue to go up on the other side, greater firmness would likely follow here in rolled oats and oatmeal market owing to increased inquiry from across the water.

Cornmeal is tame. Price on corn is such as to shut off all speculation, and dealers are now buying only according to actual requirements.

Cornmeal, per 98 lb. bag—		
Kiln dried, 25 bag lots	1 85	1 90
Softer grades, 25 bag lots	1 70	1 75
Rolled oats, per 90 lb. sack, in jute—		
Small lots	2 25	2 30
25 bags to car lots	2 15	2 20
Rolled oats in cotton sacks, 5 cents more.		
Oatmeal, standard and granulated, 10 per cent. over rolled oats in 90 S, in jute.		
Rolled Wheat—		
50 lb. boxes	....	1 50
100 lb. barrels, small lots	....	2 85
100 lb. barrels, 5 bbl. to car lots	....	2 70

MILL FEEDS.—"We have to make our mill feeds sell our flour," is the common statement this week. To do this millers have kept down prices, but refuse to sell in car lots. Brokers' prices in car lots to millers at present are: Bran, $19, and shorts, $20, which shows the firmness of the market. Everything depends upon the weather. There is now a good demand, and with surplus all cleaned up prospects following continued drought would be excellent for an advance.

Mill Feeds.—	car lots.	per ton.
Bran	....	18 00
Shorts	....	20 00
Middlings	21 00	23 00
Wheat Moulee	23 00	25 00
Feed flour	26 00	28 00

WINNIPEG.

FLOUR AND CEREALS.—Domestic demand is first rate; export quiet. Prices are unchanged.

Flour—		
First grade patents	....	5 60
Second grade patents	....	5 10
First clears	....	4 20
Prices are for cotton bags jute 10 cents off.		
Rolled oats, 80 lbs.	....	1 65
Standard granulated, 98 lbs.	....	1 65
Corn meal, 98 lbs.	....	1 90
Wheat granules, 16-165	....	3 08

A KEY CONTEST.

The Ideal Grocery Co., Weyburn, Sask., of which W. H. Farrell is manager, is operating what is called a "Key Contest." They are giving as first prize a sewing machine.

The plan is to distribute a box of keys, one of which will open a lock in their store on a sewing machine. The holder of the right key wins the prize; the holder of the largest number of keys gets a coupon good for $5 worth of groceries, and the holder of the second largest number of keys a coupon for $2.50.

Each customer is entitled to one key with every $2 cash purchase. The lock is sealed and on display, as is also the sewing machine. "The contest," the firms say, "is for the purpose of introducing ourselves to those who are not regular customers and to show our appreciation of those we have had the pleasure of serving."

They will advertise the day when all keys are to be tried in the lock.

TREACLE UP TOO.

Tommy's mamma was discussing the high price of food, with one of her lady friends. After they had finished talking, Tommy said, "Treacle gone up too, hasn't it mother, as I see you keep it on the top shelf now."

Lemon and Potato Markets Hard to Forecast

Strawberry Season Now Reached Its Height—Cherries and Gooseberries Offering Freely—Lemon Crops 100,000 Cases Below Last Year—Market Depends Entirely on the Weather.

MONTREAL.

GREEN FRUITS.—Lemons as might be expected, have advanced slightly, owing to extra business resulting from present hot weather. Bananas have also firmed up as supplies have dropped off some until July 4 has passed. Oranges are also decidedly firm, and it looks as if the whole variety of fruits will see slightly higher prices should present weather continue.

Apples—		
Spies, first grade, per barrel	....	6 50
Spies, second grade, per barrel	....	5 50
Apricots, per 4 basket crate	1 95	2 50
Bananas, crated	2 25	2 50
Cantaloupes, California, per crate	....	8 00
Cherries, California, 7-lb. box	2 75	3 35
Cocoanuts, per bag	....	[illegible]
Grapefruit, Florida, case	6 50	7 00
Lemons	4 50	5 50
Limes, Florida, per box	....	1 75
Oranges, late Californias	....	6 00
Oranges, late Valencias	....	6 00
Oranges, late Californias	....	6 75
Oranges, late Valencias	....	6 75
Pineapples, Havana	2 50	2 75
Pineapples, Florida—		
30s, per case	3 50	4 50
24s, per case	....	4 75
36s, per case	3 75	4 25
Plums, California, per box	....	2 25
Plums, fancy, per box	2 75	3 25
Watermelons, each	0 40	0 50

VEGETABLES.—Between holiday at first of week and extreme hot weather demand has been exceptionally heavy for all kinds of vegetables. More domestic stuff is appearing daily which has tendency both to pull down prices and to build up increased demand. Prices on Monday, owing to holiday following, ruled high, but were expected to fall back again to old level before end of week.

Asparagus, Canadian, 11-qt. basket	....	1 25
Beans, wax, per hamper	....	3 00
Beans, green, per hamper	....	3 00
Beets, old, per bag	....	2 50
Cabbage, new, crate of 4 to 5 doz.	....	2 90
Carrots, new, per doz. bunches	....	0 75
Carrots, old, per bag	....	1 50
Cantaloupes, Florida, per crate of 45	....	5 50
Cauliflower, hothouse, per dozen	....	4 50
Celery, Bermuda, small crate	....	4 50
Celery, Bermuda, large crate	....	10 00
Corn, green, per crate of 6 doz.	....	5 00
Cucumbers, per dozen	0 90	2 00
Cucumbers, per basket	....	3 00
Egg plant, doz.	....	2 50
Garlic, per bunch	....	0 15
Horse radish, per lb.	....	0 20
Indive, French, per lb.	....	0 30
Leeks, per bunch	....	0 75
Lettuce, Boston, crate of 2 doz.	....	1 60
Lettuce, curly, per doz. heads	....	0 40
Mushrooms, basket of 4 lbs.	....	3 00
Onions—		
Egyptian, per lb.	....	0 02
New, green, per doz. bunches	....	1 25
Oyster plant, Canadian	....	0 75
Peppers, green, small basket	....	0 50
Peas, green, per hamper	....	3 50
Potatoes—		
Bermuda, new, per bbl.	....	3 50
Green Mountain, car lots, bag	0 75	0 80
Quebec grades, car lots, bag	0 60	0 65
Quebec grades, small lots, bag	0 80	0 90
Sweet potatoes, basket	....	3 00
Radishes, per doz.	0 30	0 40
Rhubarb, per doz. bunches	0 15	0 25
Spinach, per bbl.	....	3 00
Tomatoes, Florida, fancy, case	3 00	3 50
Tomatoes, Mississippi, case	1 40	1 60
Tomatoes, Florida, choice, case	....	3 00
Turnips, per bag	....	2 50
Water cress, per doz. bunches	....	1 00

TORONTO.

GREEN FRUITS.—California and Canadian fruits are big feature of fruit market this week. Peaches, plums, pears, and apricots are beginning to arrive in fair quantities, while in Canadian fruits this is the big week for strawberries, cherries and gooseberries.

Owing to Tuesday, July 1, being a holiday, prices on all fruits naturally rose to holiday prices on Monday afternoon, and as information presented below was of necessity gathered on that date some quotations may be found high for the latter part of the week. The general trend of the market, however, will still hold good.

What the future of the lemon market will be, appears to depend directly on weather conditions. One local broker states: "There's no use predicting, as all depends on the weather. Should July and August be warm, prices will rule high, but if cool, there might even be a decline, though no matter how cool it became, there would be no great recession made as Sicily lemons are in great demand owing to there being a short crop in California. Taking Sicily and California together the shortage as compared with last year amounts to about 100,000 cases. So far, weather has been favorable, and prices have been high. A lot of guesses have been made as to the future, and a number with great correctness, but no one can say 'I told you so' as market depends purely on weather conditions.

Pines are selling well but with advent of warm weather only a few will take the risk to bring them in. Range of sizes has been cut down so that now only 30's remain. Stocks now offering show much waste, and in some cases cause loss all round.

Apples, Ben Davis, per box	....	3 25
Apples, harvest (Illinois), box	....	2 00
Apricots, per box of 4 bkts.	2 50	2 75
Bananas, per bunch	1 35	1 65
Cantaloupes, California, 45s, case	5 50	6 00
Cherries, California—		
9 rowed boxes	....	2 75
10 rowed boxes	....	2 50
11 rowed boxes	....	2 25
Cherries, Canadian, 11 qt. bkt.	0 90	1 00
Cherries, Canadian, 6-qt. bkt.	0 40	0 50
Cocoanuts, per sack of 80	5 00	5 50
Gooseberries—		
Smalls, 6 qt. bkt.	0 20	0 30
Smalls, 11 qt. bkt.	0 50	0 65
English, 6 qt. bkt.	0 60	0 65
English, 11 qt. bkt.	1 25	1 35
Lemons, Verdelli, new	5 50	6 00
Oranges, California Valencias	5 50	6 25
Oranges, Messina, oval ½ box	....	2 50
Limes, per box of 100	....	1 50
Peaches, California, Alexanders, box of 8-10 dozen	2 50	2 75
Pears, California, half case	....	3 25
Peaches, Georgia, 6 bkt. carriers	3 25	4 50
Pineapples, Florida, 30s, per case	....	4 00
Plums, Clyman, box	1 50	2 25
Plums, Tragedy, box	....	2 50
Strawberries, Canadian, quart	0 12	0 14
Watermelons, 23 to 35 lbs.,	0 50	0 75

VEGETABLES. — Canadian outdoor and hothouse grown vegetables are now making a big feature, and as they come on, imported stuff is disappearing.

Potato market is a puzzling one. "Anybody who can forecast the potato market," states one broker this week, "is a supreme being. Wholesalers are losing money daily through being unable to size up conditions." Last week it looked as if prices would soar; this week they are at even a lower level than a week ago.

Asparagus, domestic, 11-qt. basket	1 25	1 75
Beans, green, hamper	2 25	2 50
Beans, wax, hamper	2 25	2 50
Beets, Canadian, new, doz. bchs.	....	0 40
Carrots, Canadian, new, doz. bchs.	....	0 20
Carrots, imported, per box	2 00	2 25
Cabbage, Virginia, new, crate of 4-5 doz.	....	4 00
Cabbage, Canadian, crate of 30,	....	3 50
Cauliflower, Canadian, cs. of 2 doz.	....	2 00
Cauliflower, Canadian, cs. of 5 doz.	....	5 00
Corn, new, crate of 5 doz.	....	2 00
Cucumbers, Florida, hamper	2 25	2 50
Lettuce, domestic heads, doz.	0 30	0 40
Mushrooms, per lb.	....	0 75
Onions—		
American, new, hamper	....	1 75
Egyptian, sack of 112 lbs.	2 25	2 50
Texas, Bermudas, 50-lb. crate	1 40	1 50
Bermudas, 50-lb. crate	....	1 50
Green, imported, per doz.	0 25	0 30
Parsley, large bunches, doz	....	0 75
Peas, green, hamper	2 75	3 00
Peas, green, 11 qt. bkt.	....	1 75
Potatoes—		
New, per barrel	....	3 25
New Brunswick, per bag	....	0 75
Ontario, per bag	0 75	0 85
Radishes, doz. bunches, domestic	....	0 20
Rhubarb, domestic, doz. bunches	....	0 20
Spinach, Canadian, bushel	0 25	0 40
Tomatoes, Canadian hothouse, lb.	0 15	0 17
Tomatoes, Florida, case	2 50	3 00
Tomatoes, Mississippi, 4-bkt. carriers	1 50	1 65
Water cress, domestic, 11-qt. basket	0 35	0 50

WINNIPEG.

GREEN FRUITS AND VEGETABLES.—Summer weather has brought on a very active demand for green fruits and vegetables.

The regular vegetable merchants report a satisfactory amount of business, notwithstanding the competition created by the local public market, recently opened. Of course the public market deals chiefly in domestic produce, and the regular merchants are handling large quantities of imported stuff. Florida tomatoes have been replaced by Mississippi tomatoes.

Vegetables—		
Lettuce, dozen	....	0 48
New beets, box	....	2 00
Cabbage, new, per lb.	....	0 04
Carrots, lb.	....	0 04
Florida tomatoes, case	....	5 00
Mississippi tomatoes, case	....	1 50
Green onions	....	0 35
Cucumbers, dozen	....	1 75
Cauliflowers, dozen	....	2 50
Imported mushrooms, lb.	....	0 90
Man. rhubarb	....	0 02
Manitoba spinach, per lb.	....	0 06
Fresh Fruit—		
Apricots	....	2 50
Plums	....	2 50
Peaches	....	2 50
Cherries, 10 lb. box	....	2 75
Strawberries, case 24 qts. Hood River	....	4 50
Pines	3 75	4 50
Bananas, per bunch	2 50	3 50
California lemons, crate	11 50	11 00
Florida grape fruit	....	7 00
Navel oranges, case	6 00	6 50
Messina lemons	....	9 00
Valencia oranges	7 00	7 50
Florida tomatoes	....	5 00
Watermelons, dozen	....	7 00
Apples, box	3 00	3 25

Continued Hot Weather Helps Fish Trade

Salt Mackerel Now Ready For Shipment—Stormy Weather on Coast Prevents This Being a Banner Mackerel Season—Scarcity in Several Lines of Fish Is Now Being Felt.

MONTREAL.

FISH. Hot weather and high prices of fresh meats have together had effect of increasing sales of fresh fish. That this should follow is evident, as from standpoint of heating foods, fish compares favorably with other meats, and should thus occupy a prominent place in hot weather. Then there is the economical viewpoint, which never fails to attract attention, but especially now, as fresh meats are steadily advancing.

Some mackerel are expected for a week or so yet, but season is rapidly approaching an end. Gaspe salmon season, too, is now pretty well over. On these prices continue high owing to scarcity and heavy demand.

Owing to lobster districts being now practically all closed, higher prices are now predicted. Stocks now offering come from private reserves, so that with smaller supply and greater control of situation higher prices are expected.

FRESH FISH.

Barbotte (dressed), bullheads, per lb.	0 09	0 10
Bluefish, fancy, per lb.	0 16	0 18
Bass, striped, per lb.	0 13	0 14
Buck shad, each	....	0 40
Carp, per lb.	....	0 06
Doree, per lb.	0 11	0 12
Market cod, cases, 250 lbs., per lb.	....	0 05
Flounders, per lb.	0 06	0 07
Haddock, fresh, per lb., by express	0 04	0 05
Salmon, B.C., red, per lb.	0 15	0 16
Salmon, Gaspe, per lb.	0 15	0 16
Steak cod, per lb.	....	0 06
Trout, brook, per lb.	....	0 30
Trout, lake, per lb.	0 11	0 12
Frog's legs, large, per lb.	....	0 50
Halibut, fresh, per lb.	0 09	0 10
Herring, per 100 fish	....	1 80
Herring, per 100 fish	....	2 00
Mackerel, per lb.	0 09	0 10
Pike, dressed	0 07	0 08
Perch, dressed	0 09	0 10
Whitefish, per lb.	0 11	0 12

FROZEN FISH.

Herring, per 100 fish, medium	....	1 50
Haddock, per lb.	0 04	0 05
Smelts, fancy	0 12	0 13
Smelts, No. 1, per lb.	0 08	0 09
Salmon, fancy spring, per lb.	0 14	0 15
Salmon, Gaspe, per lb.	0 15	0 16
Salmon, Qualla, per lb.	0 07½	0 08
Whitefish, large, per lb.	....	0 10
Whitefish, small, per lb.	....	0 07

PREPARED FISH.

Boneless fish, in blocks, 20 lb. boxes, per lb.	....	0 06
Dry Pollock, 100 lb. bundle, per bundle	....	6 00
Pure cod tablets, 20 lb. boxes, per lb.	....	0 10½
Pure cod, 3 lb. box, per lb.	....	0 15
Shredded cod, 2 doz. in box, per box	....	1 80
Boneless strip cod, 30 lb. box, per lb.	....	0 10
Pure skinless cod, 100 lb. boxes, per lb.	....	6 50

SALTED AND PICKLED.

Green cod, per bbl., 200 lbs., No. 1	....	7 00
Labrador herring, per bbl.	5 00	5 00
Labrador herring, per half bbl.	....	2 75
No. 1 mackerel, 20 lb. kits	....	1 75
No. 1 mackerel, half bbls.	....	7 00
Lake trout, kegs	....	7 00
No. 1 green haddock, per 200 lbs.	....	5 00
Salt eels, per lb.	0 06	0 06½
Salt sardines, bbls., 200 lbs.	....	5 00
Salt sardines, half bbls.	....	3 00
Scotch herring	....	7 00
Holland herring, bbl.	....	9 00
Holland herring, half bbl.	5 00	6 00
Holland herring, keg	0 70	0 75
Labrador salmon, bbls.	15 00	16 00
Labrador salmon, half bbls.	8 00	9 00
Sea trout, half bbls.	....	6 50
Eels, per lb.	....	0 08

SMOKED.

Bloaters, box	1 00	1 10
Eels, per lb.	....	0 12
Haddies, fancy, fresh cured	....	0 08
Haddies, regular	0 06	0 07
Fillets, fancy, fresh cured, lb.	....	0 12
Fillets, regular, lb.	....	0 10
Herring, boneless, 10 lb. boxes, lb.	0 10	0 12
Herring, new, smoked, per box	0 13	0 15
Kippers (small), per box of 50 fish	1 00	1 25
Smoked salmon, per lb.	....	0 22

CRUSTACEANS.

Crab meats, per gal.	....	2 00
Lobsters, live, per lb.	....	0 24
Lobsters, boiled, per lb.	....	0 25
Shrimps, per gal.	....	2 00
Periwinkles, per bus.	....	2 50
Prawns, per gal.	....	2 00

SHELL FISH.

Scallops, per gal.	....	2 75
Solid meats—Standards, gal., $1.80; selects, gal.	....	2 00
Bulk standards, gal., $1.50; selects	....	1 80
Clams, per bbls.	....	7 00
Cape Cod shell oysters	....	12 00

TORONTO.

FISH.—Haddock are now getting scarce and are expected to last only about 10 days longer. Trout too, are hard to get but after about two weeks will likely be on hand in larger quantities. Warm weather, it is stated, has caused these to move out into deeper water, but they will likely return upon the expiration of that time. Some mackerel are still to be had, and dealers look forward to having these for even a couple of weeks yet. Halibut and whitefish are in good supply and both moving quite freely.

Frozen Stock—		
Roe shad, weight 3 lbs., each	1 00	1 25
Whitefish, per lb.	0 09	0 10
Fresh Caught—		
Haddock, per lb.	0 06½	0 07
Halibut, per lb.	0 11	0 12
Herring, per lb.	0 06	0 08
Lobsters, live, per lb.	0 40	0 50
Mackerel, weighing 1½-3 lbs., each	0 15	0 25
Pickerel, yellow, per lb.	....	0 12½
Pike, per lb.	0 06	0 07
Roe shad, weight 3 lbs., each	1 00	1 50
Salmon, Restiguse, per lb.	0 22	0 28
Salmon, B.C., per lb.	....	0 23
Steak, cod, per lb.	0 08	0 10
Trout, per lb.	0 12	0 14
Whitefish, per lb.	....	0 15
Smoked—		
Finnan haddie, per lb.	0 08½	0 10
Kippers, box of 40	1 10	1 25
Bloaters, box of 60	....	1 25
Fillets, per lb.	....	0 13
Prepared—		
Cod, 1 lb. tablets, case of 20	....	2 00
Salted and Pickled—		
Herring, Holland, per keg	0 70	0 75

Shrimps—
1 gal. cans, $1.25; 2 gal. cans, $2.40; 3 gal. cans, $4.60; in pound lots, per lb. 16c.

HALIFAX.

FISH.—Trade is about average for season. Various points along coast continue to export fair catches of mackerel. Most of the fish are being salted, and it is stated that there are several thousand barrels ready for shipment. Catch this season is fair, but it would have been a banner one, had not a week's stormy weather set in just at the time when the mackerel were on the coast in large schools.

There is a good supply of halibut on the market, and it is retailing at 15 cents per pound. Haddock and cod are plentiful, and salmon is in better demand. Lobsters are scarce, only sufficient coming on the market to supply the restaurant trade.

Salt fish trade is comparatively quiet. Oysters in bulk are selling freely, also smoked fish, finnan haddies being the market leaders, with kippers next in line.

WINNIPEG.

FISH.—Fish is hot weather food and the demand is fair with supplies adequate.

Fish—		
Fresh trout	....	0 12½
Fresh salmon	....	0 18
Fresh halibut	....	0 10
Lake Winnipeg white fish, lb.	....	0 09
Fresh pickerel, lb.	....	0 14
Steak, cod, lb.	....	0 12½
Haddock	....	0 06
Market cod	....	0 05
Finnan haddie	....	0 08
Fresh gold eyes, per doz.	....	0 50
Kippers, per box	....	2 00
Lake trout, per lb.	....	0 12
Bloaters, per box	....	1 50
Holland herring, keg	....	0 70
Labrador herring, half barrel	4 25	4 50
Salt mackerel, kit	....	2 75

Association News

The retail merchants, of Sarnia, Ont., have elected the officers of their branch. A meeting had been held about three weeks previously, in which the merchants decided to form a strong organization.

T. H. Maher, and R. C. Doyle, representatives of the Provincial board of the Association spent a few days in the town in order to increase the membership roll, and they claim they have succeeded in enrolling a large number of merchants.

The following officers were elected:—President, R. E. Le Suer, boots and shoes; First Vice-President, J. D. Mills, grocer; Second Vice-President, J. McAllister, hardware; Secretary, Homer Robertson, druggist; Treasurer, J. Gammon, grocer.

* * *

The Retail Merchants' Association, of Brockville, Ont., will hold their annual picnic this year in support of the Brockville exhibition. The date is their civic holiday the first Monday in August.

* * *

Hamilton grocers have made big preparations for their annual picnic to be held July 16, at Niagara Falls, Ont. Programme of sports has now been completed, and arrangements have been made to get out ten thousand copies of these which will be distributed broadcast. That Hamilton will be 'dead' from the standpoint of the grocers on picnic day is already fully assured by the hearty cooperation of every grocer in the place to make July 16 a red letter day in the history of the trade.

U.S. Buyers Speculate on Butter Market

Expect New Tariff to Alter Conditions During Coming Winter and Are Now Laying Aside Stock Awaiting Developments—Cooked Meats Advance 1 Cent All Round in Toronto—Cheese Market Firm With Advancing Tendency.

Offerings in most lines at the regular meeting of the Toronto Produce Exchange held last Monday were large but owing to fairly heavy stocks on dealers' hands buying was slow. Dealers turned down butter, and appeared in no way anxious to take eggs at boarded prices

The following produce was registered on the call board:—

Butter.—Dairy, 25 boxes, marked prints, 22½c, not sold; creamery, 50 boxes, prints, 26c, delivered, not sold; 20 boxes, prints, 25½c, del., offered; 100 boxes, prints, 26c del., 25½c offered, sold. Butter buyers on the whole went slowly owing to lack of confidence.

Eggs.—50 cases, rots off, 22c del., 21½c offered; 50 cases, rots off, 22c del., not sold; 75 cases, rots off, 22c del., not sold; 85 cases, rots off, 22c del., not sold: 50 cases, rots off, 22c del., 21¼c offered: 50 cases, rots off, 21¾c del., 21¼c offered. Market inactive, supplies heavy.

Cheese.—50 boxes, June, 1912, large 14c del., not sold; 25 boxes, June, 1913 large, 13c, del., sold; 25 boxes, June 1913, twins, 13⅜ del., sold. Market steady; no change; tendency higher.

Honey.—20 cases, 5 and 10-lb. pails 12½c. 11½c offered.

The above quotations and sales show in concise form the exact trend of the Toronto market. Butter and eggs have both been inactive owing to lack of confidence and heavy stocks on hand.

MONTREAL.

PROVISIONS.—The warm weather of the past week has done much to create a better demand for all provisions but more particularly of hams and cooked meats. In barrelled pork several changes have been made and all in upward direction. Advances run from 50c to $1 per barrel.

Prices on lard rule steady but with no particular change.

HAMS—		
Extra large sizes, 28 to 40 lbs., per lb..	....	0 17
Large sizes, 20 to 28 lbs., per lb.....	....	0 18
Medium sizes, selected weights, 12 to 20 lbs., per lb.	....	0 20
Extra small sizes, under 12 lbs., lb....	....	0 20
Boned and Rolled, large, 16 to 25 lbs., per lb.	....	0 20
Boned and rolled, small, under 12 lbs., per lb.	....	0 21
Picnic hams, 6 to 12 lbs., per lb.....	....	0 16
BACON—		
Breakfast bacon, heavy, 14 to 20 lb. sides	....	0 19
Fancy breakfast bacon, boneless, lb....	....	0 22
Windsor bacon, skinned, backs, lb.....	0 22	0 23
Windsor bacon, skinned, backs, boneless, per lb.	0 24	0 25
Spiced roll bacon, boneless, short, lb..	....	0 17
Wiltshire bacon, 50 lb. sides, lb.....	....	0 18
SHOULDERS—		
Square shoulders, boneless, per lb.....	....	0 16½
Square shoulders, bone in, per lb.....	....	0 15
Cottage rolls, small, 4 lbs., per lb.....	....	0 20
COOKED MEATS—		
Rolled ham, small, skinless, boned, lb..	....	0 29
Jellied tongue, 10 lb., open tins, lb....	....	0 29
Headcheese, per lb.	....	0 08
English brawn, per lb.	....	0 11
Jellied hock, 6 lb. tins, per tin.....	....	0 75
Cooked pickled pig's feet (in vinegar, 25 lb. kits), per lb.	....	0 07
DRY SALT MEATS—		
Long clear bacon, 50-70s, lb.	....	0 15½
Long clear bacon, 80-100s, lb.	....	0 14½
Flanks, bone in, not smoked, lb.....	....	0 15½
PURE LARD—		
Tierces, 375 lbs., per lb.	....	0 14¼
Tubs, 50 lbs., net, lb.	....	0 14½
Boxes, 50 lbs. net, per lb.	....	0 14⅝
Pails, wood, 20 lbs. net, lb.	....	0 14¾
Pails, tin, 20 lbs. gross, lb.	....	0 14¼
Cases, tins, 10 lbs., each, lb.	....	0 15
Cases 3 and 5 lb. tins, per lb.	....	0 15¼
One pound bricks, 60 in case	....	0 15½
COMPOUND LARD—		
Tierces, 375 lbs., per lb.	....	0 09¾
Tubs, 50 lbs. net, lb.	....	0 10
Boxes, 50 lbs., per lb.	0 09¾	0 10
Pails, wooden, 20 lbs., net	0 10¼	0 10½
Pails, tin, 20 lbs. gross	0 09¾	0 10
Cases, 10 lb. tins, 60 lbs. in case....	....	0 10½
Cases, 3 and 5 lb. tins, 60 lbs. in case	....	0 10¾
One pound bricks, 60 lb. cases.....	0 11½	0 12

BARRELLED PORK.

Heavy Canada short cut mess, bbl, 35-45 pcs.....	$30 00
Canada short cut back pork, 45-55 pcs., bbl.....	30 00
Heavy short cut clear pork, bbl.....	30 00
Heavy clear fat backs, 40 50 pcs. bbl.....	29 00
Flank fat pork, bbl.	28 00
Pickled pigs feet, short, 200 lb. bbls., bbl.....	6 00

SUNDRIES.

Bologna ,beef bungs, per lb.		0 08
New England ham, per lb.		0 14
Blood pudding, per lb.		0 08
White pudding, per lb.		0 07½
Sausage, farmer's, per lb.	0 09	0 09½
Pure pork sausage, little pig casings, lb..	....	0 16
Tripe, in kits, 25 lbs., per lb.....	....	0 06

HOGS.

Live weight, per 100 lbs.....	10 00	10 25
Dressed pork, per 100 lb.	....	14 50

BUTTER.—Butter is booming, that's what it is doing. Prices at country points advanced all round last week, as much as 25½c having been paid at St. Hyacinthe, and it looks as if the trend is still upwards. The reason is by no means apparent, but it seems that it is a straight case of discounting the future, some taking as long a chance as to look for the new tariff to alter conditions during the coming winter. Again it is said that large quantities are being put in cold storage and that the demand is not for immediate consumption but simply to suit the plans of certain speculators. Prices so far are unchanged here, but it looks as if there will be an increase shortly because 25½c in the country is about equal to 26¼c cold storage here; ¾c margin is not large enough, handlers say, to realize money on.

Fresh creamery print	0 28	0 27½
Creamery solids	....	0 27
Farmers' separator butter	....	0 24
Dairy prints, choice	....	0 24
Dairy solids	....	0 24

EGGS.—The Ontario hen does not seem to be working as well these days as the Quebec, as while supplies here are coming along in good quantities, a shortage is reported in Ontario centres. The Montreal market seems to be getting the preferences, although prices offered are no better than elsewhere. Quality so far has been fair but all the same there is plenty of room for more of the strong educational work now being carried on by the Department of Agriculture. A representative was here quite recently and spent considerable time explaining the proper methods of handling eggs. More of this, as aforesaid, will help much towards bettering conditions.

Prices are just the same as quoted last week.

Eggs—		
New laid, in 30 doz. case, doz.....	....	0 29
New laid, in cartons	....	0 30
Selects, in case, per doz.	....	0 27
No. 1, in case, per doz.....	....	0 24

CHEESE.—No very important change has taken place since last week. Prices have been well maintained though a few concessions have been reported. But these do not indicate any weakness by any means. On the other hand, the trend of market is upward as a 10 per cent. shrinkage in make, compared with last year, is reported as likely. Very little business is being done over the cable, in fact, the high prices asked on this side have almost made export business prohibitive.

Cheese—	New.	Old.
Large	0 13	0 14½
Twin	0 13	0 15
½ Twin	0 13½	0 15
Stilton	....	0 17

POULTRY.—Save for a good demand for turkeys and geese there is little doing in this market. Hens and chickens are decidedly short, while fowl and ducks are practically at zero mark.

Broilers, spring, 3 lb. pair	....	1 50
Broilers, milk fed, frozen	0 28	0 32
Chickens, per lb.	0 20	0 21
Ducks, per lb.	....	0 22
Fowl, per lb.	....	0 17
Geese, per lb.	0 14	0 15
Turkeys, per lb.	....	0 25

TORONTO.

PROVISIONS—Owing to packers turning out a larger proportion of cooked meats to supply demand, a corresponding scarcity is being felt in smoked hams, but as there is just a limited demand for these latter, no movement is expected to result. Cooked meats, however, have moved up one cent all round owing to increased inquiry, and scarcity of raw material.

Pure lard is easier causing a decline of ¼ cent all round. Compound lard by some firms is reported as up ¼ cent, but no change is made from quotations given below.

Hams—		
Light, per lb.	....	0 20
Medium, per lb.	....	0 20
Large, per lb.	0 18	0 18½
Backs—		
Plain, per lb.	0 23	0 24
Boneless, per lb.	0 25	0 26
Pea meal, per lb.	0 24	0 25
Bacon—		
Breakfast, per lb.	0 20	0 21
Roll, per lb.	0 15¼	0 16
Shoulders, per lb.	0 13¼	0 14¼
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 15¾	0 16
Long clear bacon, heavy	0 15	0 15¼
Cooked Meats—		
Hams, boiled, per lb.	0 29	0 30
Hams, roast, per lb.	....	0 30
Shoulders, boiled, per lb.	....	0 22½
Shoulders, roast, per lb.	....	0 23½
Barrelled Pork—		
Heavy mess pork, per bbl.....	24 00	25 00
Short cut, per bbl.	28 50	29 00
Lard, Pure—		
Tierces, 400 lbs., per lb.....	0 14	0 14¼

Tubs, 60 lbs., per lb.	....	0 14½
Pails, 20 lbs., per lb.	....	0 14¾
Pails, 3 and 5 lbs., per lb.	....	0 15½
Bricks, 1 lb., per lb.	....	0 15¾
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 10	0 10¼
Tubs, 60 lbs., per lb.	0 10¼	0 10½
Pails, 20 lbs., per lb.	0 10½	0 10¾
Hogs—		
Live, f.o.b., per cwt.	9 15	9 25
Live, fed and watered, per cwt.	9 50	9 60
Dressed, per cwt.	13 25	14 50

BUTTER—"I don't know what to make of the butter market this week," states one dealer. There is plenty of creamery coming in, sales are none too brisk, and yet market holds quite firm. There has been some buying here by American dealers in anticipation of changes in the tariff, duty expected to be either completely removed, or much reduced, but so far this has cut no big figure." Butter bought thus, it is stated, is being placed in storage in Montreal awaiting further developments. Usually a decline in market follows June butter going off, but so far conditions show a strong tendency to firmness.

Butter—	Per	lb.
Creamery prints, fresh	0 26	0 28
Creamery solids	0 25	0 26
Dairy prints, choice	0 20	0 22
Dairy solids	0 18	0 19
Farmers' separator, prints	0 23	0 24
Separator prints, printed wrappers	0 22	0 23
Separator solids	0 21	0 22

EGGS.—"Ontario packers," states one dealer, "seem to have put one over on the city dealers. Through stopping storing earlier than usual they are allowing all eggs to come to the city. Toronto now has plenty of eggs so that price offered by dealers in the country has dropped 1 to 2 cents per dozen." Another dealer states. "It isn't a case of our trying to hammer down prices for profit's sake, we have to put more money into the business now before we get eggs in shape to sell. Whereas a man would test 5 dozen a few weeks ago he can now candle only 1 dozen in the same time.

I received a wire on Saturday urging me to buy but the price was not right. Monday it came down ½ cent, and even at that I wasn't just very keen. We have to make something on them." These two circumstances combined are having a tendency to bring about declines and this week fresh gathered are 1 cent lower.

An attempt is being made to cut out No. 2 altogether. What few remain will be known hereafter as "trade" eggs and will consist of stock having no bad eggs in them, but at the same time no eggs that could be classed as No. 1s.

Eggs, case lots—	Per	dozen.
Selected new laid	0 26	0 27
Fresh gathered	0 22	0 23
No. 2's	0 18	0 20
Splits	0 17	0 18

CHEESE. — Greater demand has come from across the water for cheese. Cables are up, and dealers there are doing some buying. This has tended to firm up markets here considerably.

Locally there are heavy holdings both of new and old. As the new tends to make the old quiet, and as old has to be worked off, there is little life shown in any of older stock.

Cheese—		
Old, large	0 15	0 15¼
Old, twins	0 15¼	0 15½
New, large	0 14¾	0 14½
New, twins	0 14¾	0 15

POULTRY.—Spring ducks are now appearing, in weight about 2 to 3 lbs., and selling at 20 to 25 cents. Some old ducks are also on market this week. Frozen stock is now coming to an end, and is expected to hold out for only about a month longer.

Frozen Stock—	Per	lb.
Broilers, dressed	0 22	0 25
Chicks, milk fed, dressed	0 25	0 28
Chickens, dressed	0 20	0 22
Ducks, dressed	0 19	0 20
Fowl, dressed	0 17	0 18
Turkeys, dressed	0 24	0 25
Fresh Stock—		
Broilers, Spring, live	0 20	0 23
Broilers, Spring, dressed, 1½ lbs. and over	0 35	0 40
Ducks, Spring dressed, lb.	0 20	0 25
Ducks, old, dressed	0 17	0 18
Fowl, live	0 14	0 16
Fowl, dressed	0 18	0 20
Turkeys, Old Tom, dressed	0 18	0 20
Turkeys, Old Tom, live	0 14	0 18

WINNIPEG.

PRODUCE AND PROVISIONS.—There is no change as yet in dairy or creamery butter and in the meantime stocks are accumulating and going into cold storage. Eggs are not quite as plentiful but prices are steady. Cheese is unchanged. Cured meats and lard steady.

Butter—		
Creamery	0 26	0 24
Dairy, best	....	0 21
Dairy, No. 1	0 19	0 20
Dairy, No. 2	0 17	0 19
Cooking	0 16	0 17
Eggs, per doz.	0 18	0 19
Cheese—		
Ontario, large	....	0 15¼
Ontario twins	....	0 15½
Lard—		
Tierces, per lb.	....	0 13¾
50 lb. tubs	....	7 00
20 lb. pails	....	2 85
3 lb. tins, cases	....	8 85
5 lb. tins, cases	....	8 80
10 lb. tins, cases	....	8 70
Cured Meats—		
Hams	0 17	0 20½
Bacon	0 20½	0 24
Long clear D.S.	....	0 15¾
Shoulders	....	0 15½
Mess pork	....	28 00
Seneca root, new crop, per lb.	0 45	0 48

Purposes of the New Produce Exchange

Place Where Wholesale Produce Dealers May Buy and Sell Twice a Week—Benefit of Co-operation in Business Operations Secured—The Officers of the Exchange.

It was briefly announced in a recent issue that the wholesale produce dealers of Toronto had formed a produce exchange. The purpose of this exchange will be observed from the following letter sent out by the secretary:—

"Dear Sir,—

"The wholesale produce section of the Toronto Board of Trade have opened a butter, egg and cheese board to be known as Toronto Produce Exchange.

"The officers are: James T. Madden, chairman; H. B. Clemes, treasurer; W. T. McDonnell, secretary.

"The purpose for which the exchange is formed is to establish for the benefit of its members daily market quotations and prices for butter, eggs, cheese and other products; and to furnish general information to its members regarding the market for such commodities; and to furnish a convenient place where its members may buy and sell such commodities; and to facilitate a speedy adjustment of business disputes among its members; and to secure to its members the benefit of co-operation in the furtherance of its legitimate products.

"Might say that we have tried the above in a small way locally and have found it to be very beneficial.

"The secretary has been authorized to write you inviting you to become a member of the exchange. The fee for Toronto members is $12.00 per annum, for outside members $6.00 per annum payable in advance. Would like to enroll you as a member."

The new exchange has already met and certain commodities offered for sale. The headquarters are at 42 Church St. The exchange will be somewhat similar to the Cheese Boards in the various cities. It will be open on Mondays and Thursdays at 11.30 a.m.

COMPULSORY HALF HOLIDAY.

A half holiday once a week, on Saturday in preference, is the demand now being made by the Retail Employees' Organization of British Columbia, which held a meeting recently. The hall was crowded to the doors, and throughout the meeting there was an unanimous demand for shorter hours, urging in support of their appeal that shorter hours meant increased efficiency on the part of the employees, thereby being beneficial to the employers.

The consensus of opinion of the speakers was that it was a matter of paramount necessity that a union or association be formed as early as possible, in order to urge upon the Government the desirability of placing a law upon the statute books which would make it compulsory to grant a half day's holiday and criminal to compel an employee to work overtime.

A. H. B. Macgowan, M.P.P., in the course of a brief but eloquent speech, stated that most wholesale employees, as well as the majority of insurance men, had a half holiday, and that in the long run they benefited by it. Retail employees should also be granted this respite, and he was of the opinion that the day was not very far distant when their demands would be granted by the Government.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 8, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ..each	0 04
100 books and over, each.	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancacke Flour per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black Currant	2 00
Red Currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

Red currant	2 00
Black Currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55

Marmalade.

Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz..	4 60
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz...	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz...	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes.	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 25
Diamond, ¼'s, 6 and 12-lb. boxes	0 26
Icings for Cake—	
Chocolate, white, pink, lemon orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz...	0 90
Chocolate Confections—per lb.	
Maple buds, 5-lb. boxes	0 37
Milk medallions, 5-lb. bxs.	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 26
Nonpareil wafers, No. 1, 5-lb. boxes	0 31
Nonpareil Wafers, No. 2, 5-lb. boxes	0 26
Chocolate ginger, 5-lb. bxs.	0 31
Milk chocolate wafers, 5-lb. boxes	0 37
Coffee drops, 5-lb. boxes	0 37
Lunch bars, 5-lb. boxes	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box.	1 36
Royal Milk Chocolate. 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 5c bars, 24 bars, per box	0 85
Almond nut bars, 4 bars, per box	0 85

EPPS'S.

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N. S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s..	0 26
" Vanilla sticks, per grs.	1 00
" Diamond chocolate, ½s.	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 20c. lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b Montreal.

ROYAL

BAKING POWDER

Absolutely Pure

The only baking powder made with Royal Grape Cream of Tartar

No Alum, No Lime Phosphate

ALL grocers should carry a Full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

THERE IS NO SUBSTITUTE

MELAGAMA TEA and COFFEE

The only way to increase your sales and your profits is to sell your customers what they most want and appreciate.

In your Tea and Coffee Department MELAGAMA is the best proposition for you and your customer. We're ready to prove it by guaranteeing sales or refunding your money.

MINTO BROS.

Established 1873
TORONTO

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case.
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 doz.	5 40
Gold Seal Brand, ea. 4 doz.	5 25
Mayflower Brand, ea. 4 doz.	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz.	4 75
Clover Brand, ea. 4 doz.	4 75

Evaporated (Unsweetened)—

St. Charles Brand, small, ea. 4 dozen	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 dozen	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, ea. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50lb. case.

Terms—Net 30 days prepaid.

FLAVORING EXTRACTS.

SHIRRIFF'S

Quintessential.

1 oz. (all flavors) doz.	1 05
2 oz. (all flavors) doz.	2 00
2½ oz. (all flavors) doz.	2 30
4 oz. (all flavors doz.	3 50
5 oz. (all flavors) doz.	4 50
8 oz. (all flavors) doz.	6 50
16 oz. (all flavors) doz.	12 00
32 oz. (all flavors) doz.	22 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottles (retail at 50c)	4 50
4 oz. bottles (retail at 90)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CIE., LTD., MONTREAL AGENCIES, BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
St. Nicolas, 50 qts.	7 00
St. Nicolas, 50 pts.	9 00
La Neptune, 50 qts.	6 00
La Sanitas Sparkling, 50 quarts	8 00
Claret, qts., Crown, 50s	7 50
Claret, pts., Crown, 50s	5 10
Claret, qts., Cork, 50s.	7 50
Claret, pts., Cork, 50s.	5 00
Champenoise, qts., Cork, 50s.	8 00
Champenoise, pts., Cork, 50s.	5 50
Champenoise, sp., Cork, 120s	9 50
Lemonade Savoureuse, 50 qts	8 00
Lemonade, St. Nicolas, 50 qts.	7 50
Lemonade, St. Nicolas, 50 pts.	5 50
Lemonade, St. Nicholas, 100 pts.	10 00
Lemonade, St. Nicolas, 100 Splits	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil

Cs. 200 7-oz. pieces cs.	7 50
Cs. 200 10-oz. pieces, cs.	12 00
Cs. 100 10-oz. pieces, cs.	6 50
Cs. 50 ¾ lb. pieces, cs.	3 75
Cs. 50 1lb. pieces, cs.	4 50
Cs. 12 3-lb. bars. lb.	0 09
Cs. 25 11-lb. bars, lb.	0 08
Cs. "Le Lune," 65 p.c. olive oil.	
Cs. 50 ¾-lb. pieces, cs.	3 35
Cs. 12 3-lb. Bars. lb.	0 08½
Cs. 25 11-lb. Bars, lb.	0 08

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals. Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 90
Motts Golden Russett—	
Sparkling Cider, 12 qts.	4 50
Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 sp.	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal.

Imported Peas "Soleil"

	Per case
Tres Fins, ½ kilo, 100 tins	13 50
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 50
Moyens No. 1, tins, ½ kilo, 100 tins	10 50
Moyens No. 2, tins, ½ kilo, 100 tins	10 00
Moyens No. 2	9 00

Frs. "Petit" Peas.

Fins, tins, ½ kilo, 100.	10 00
Moyens, tins ½ kilo, 100.	7 50

Asparagus, Hericots, etc.

MINERVA PURE OLIVE OIL.

Case—	Gall.
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25
Tins—	
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ⅛ gal.	2 60

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases, 4 doz. each, flats, per case	5 40
Cases, 4 doz each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases, 3 lbs., 20 to case.	0 11¼
Cases, 5 lbs., 12 to case.	0 11⅛
Cases, 10 lbs., 6 to case.	0 11

F.O.B. Montreal.

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45
	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

VERMICELLI AND MACARONI

C. H. CATELLI CO., LIMITED.

Hirondelle Brand

	1 lb. pkgs.	Loose
Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs. cases.	7	6½
Egg noodles, case 10 lbs. loose; case 60 pkgs, ½ lb. each.	7½	7

Marguerite Brand.

Same assortment as above	6½	6
Egg noodles in 10 lb. cases, loose, in 60 pkgs., ½ lb. each	7	6½

Catelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lbs. (loose)		5½
30 lb. cases, 1. lb. packages		6

Terms, Net 30 days.

D. SPINELLI CO., Registered.

Globe Brand.

Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Alphabets 30 lb. case	7	6½

Spinelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lb. cases (loose)		5½
30 lb. cases, 1 lb. pkgs.		6

Terms—Net, 30 days.

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5,00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 80
1 gall., doz.	19 20
1-16 gall., gross lot	20 00

Don't Blindfold Yourself to The Possibilities of the Western Trade.

This is the only way you could possibly be ignorant of the vastness of the trade that is being or can be done in Western Canada.

There is not one line of goods that is not in demand in the West at the present time. Your line is wanted and we, with our five immense warehouses in the best sections, and large selling force offer our services to introduce your line. Get in touch with us, for we are in touch with the trade.

Drop a card to-day.

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

HEAD OFFICE, - WINNIPEG, MAN.

BRANCHES, REGINA SASKATOON EDMONTON CALGARY LETHBRIDGE

"Star" Brand

BACON

is the result of nearly 60 years' experience in curing Bacon and careful selection of the best Canadian stock.

When your customers go to their summer houses, send a piece of this Bacon with the groceries and they will send back for more.

Cured under Government inspection by

F. W. FEARMAN CO.

LIMITED

HAMILTON

Compare—

UPTON'S

PURE FRUIT JAMS

with any jam on the market.

Then compare the cost.

Upton's have all others beat a mile.

Accept no substitutes.

T. UPTON CO., LIMITED

Sales Dept.: St. Catharines, Ont.

Factory at: Hamilton, Ont.

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MacLean Publishing Co.

Technical Book Department

143-149 University Avenue, Toronto

TOMATOES, CELERY, PINEAPPLES, ORANGES, BANANAS.

Shipments of Fruits and Vegetables arriving daily.
—Get our quotations.
Prompt shipment assured.

LEMON BROS.

Owen Sound, Ontario

Tracuzzi's

Verdellis first to arrive

They're fine

Ask your Jobber for price now before the real demand starts.

"St. Nicholas"
"Puck"
"Home Guard"
"Queen City"

J. J. McCABE

Agent

Toronto, Ont.

Verdelli Lemons

Finest, smoothest fruit seen in years, the best Brands arriving: STATUE OF REPUBLIC, TOREADORES, MAPLE LEAF, ROYAL, MARCONI. The quality lingers in the memory long after the price is forgotten. Ask your Jobber they all have them, or can get them.

EUGENE MOORE

Distributor

32 Church Street, **TORONTO**

California Fruit

PEACHES — PLUMS
CHERRIES — APRICOTS

Now arriving freely. Sales every day.

WATERMELONS — CABBAGE
CANTALOUPES — BANANAS
TOMATOES — ORANGES
CUCUMBERS — LEMONS

Fresh Fish

We have a fully equipped Department for handling Fish. Special cold storage facilities, and a full assortment of all kinds of fish.

WHITE & CO., LIMITED

Wholesale Fruit and Fish

TORONTO — HAMILTON

TOMATOES

Extra Fancy Texas put up in flat crates, 4 baskets to crate, and wrapped.

The quality is very fancy and will please you.

WATERMELONS

Special prices in lots shipped loose.

We receive fresh consignments every day of all seasonable varieties of

Canadian Fruits and Vegetables

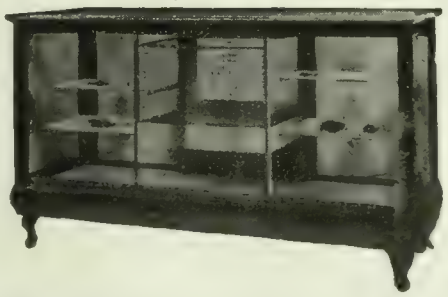
Let us look after your requirements.

The House of Quality.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY



COLD STORAGE DISPLAY

is possible when you use the Silent-Salesman

Arctic Refrigerator

The Arctic silent salesman refrigerator enables you to display your perishable goods in the most attractive manner, and at the same time keep them in a perfect state of preservation.

No trouble to sell goods displayed in this way. The case will soon pay for itself, with the increased business it will bring you.

Write for catalog showing all designs.

JOHN HILLOCK & CO., LIMITED

TORONTO, ONTARIO

Agents in West: J. UPRICHARD - - Regina, Sask.
Quebec and Maritime Provinces: WOLF, SAYER & HELLER

Elgin Brand

Meats, Dairy Products, Selected Eggs

We have produce-buying facilities which warrant us making the statement that we are in a position to offer the grocers values in all kinds of cured meats, dairy products, and eggs, second to none.

Our products are all carefully selected, meats are well cured, and will appeal to the best trade.

A Post Card Order Book will be sent on request. We solicit your cold storage consignments.

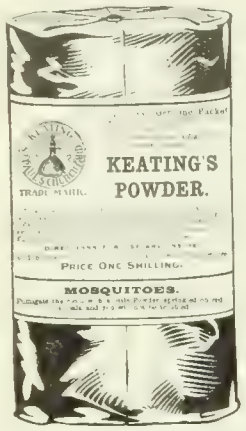
The St. Thomas Packing Co.

LIMITED

Pork Packers and Provision Merchants, Dealers in Butter, Eggs and Cheese.

ST. THOMAS, ONT.

Wholesale Branches at Windsor and London, Ont.
Let us send you one of our Post Card Order Books.



THERE WILL BE A

BIG DEMAND

THIS YEAR FOR

Keating's Powder

YOU will be asked for it. "Keating's" kills **EVERY** Bug, Roach, Beetle, Moth, Flea or Household Insect of any kind coming into proper contact with it. This statement is a **fact** based upon scientific authority.

The 10c, 20c and 35c tins are put up in compact cartons, each containing 3 dozen tins, obtainable at any of the usual wholesale houses.

The advertising campaign is on. It will run right through the summer, and this year be larger than ever.

SNAP

Antiseptic, Non-injurious Leaves the skin smooth and soft.

Cleans sinks, pots, pans, better than any of those "finger eating" cleansers. May seem strange, but TRUE.

SNAP COMPANY, Limited

MONTREAL, QUEBEC

THE SMOKER

appreciates **ROSE QUESNEL smoking tobacco** because it is perfect in every respect. A pure Canadian smoking tobacco, specially selected—makes a delightfully cool and sweet smoke.

In chewing tobacco **KING GEORGE Navy Plug** surpasses all others in quality and flavor. Deliciously sweet and non-irritating.

These lines are backed up with extensive advertising and pile up profits in the tobacco department.

Rock City Tobacco Co.,

Limited

QUEBEC

The Wash Day Wonder Worker

Everything that goes towards saving labor on Wash Day is welcomed by the busy housewife, and

has no equal in the effective and rapid cleaning of soiled clothes.

Its attractive labelling and packing assist in effecting a rapid sale, while its sterling qualities are your guarantee of repeat orders.

We quote the following prices for Wonderful Soap and other standard lines:

	Per case.
WONDERFUL SOAP (100 cakes)	$4.15
ROYAL CITY BAR (24 bar)	2.85
PEERLESS BAR (30 bar)	2.45
STANDARD SOAP (100 cakes)	2.30
CRYSTAL SOAP CHIPS (100 pkg.)	3.75

FREIGHT PAID 5 CASE LOTS.

Crystal Soap Chips (200 lb. bbls.) 5½c. Freight paid.

YOURS FOR QUALITY.

GUELPH SOAP CO.

GUELPH, ONTARIO

THE NAME "FAIRBANK" MEANS SOAP SURETY

FAIRY SOAP

Make a prominent display of FAIRY SOAP at all times, because it's being extensively advertised at all times—connect YOUR STORE with OUR ADVERTISING.

The white, floating, oval cake of FAIRY SOAP at 5 cents is BETTER SOAP than any you can sell up to five times its price. It will please your customers better; it will SELL better. Women everywhere know the soap; grocers everywhere know its sale.

"HAVE YOU A LITTLE 'FAIRY' IN YOUR HOME?"

The N. K. Fairbank Company,
LIMITED, - - MONTREAL

Those Who Know
Cane's Washboards
Always Specify Them

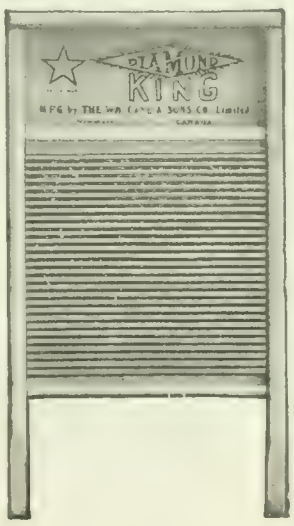
Because They are Right in Price and Give the Best Service

Cane's Washboards stand in a class by themselves for neat construction, quality and durability, and pay an attractive profit.

Among the 13 different styles and grades you will have one to meet every demand.

If you haven't our catalog on "Cane's" Wash-day woodenware, we will be pleased to send you one.

WM. CANE & SONS CO.
LIMITED
NEWMARKET, ONT.



A SLIGHT DIFFERENCE

in price on a cheap article like

SAL SODA

should not count when quality is considered

BRUNNER, MOND & CO.'S
ENGLISH SAL SODA

is the PUREST, contains LEAST MOISTURE and therefore GOES FURTHEST of any Washing Soda Sold.

WINN & HOLLAND, LIMITED
SOLE AGENTS
MONTREAL

DON'T GUESS

You cannot go on choosing your fancy biscuit stock forever. You must choose the right one some time or quit. CARR'S Biscuits have been chosen by more successful grocers more times than any other make. There must be a reason. *Put in a stock right away.*

CARR & CO. CARLISLE ENGLAND

AGENTS—Wm. H. Dunn, Montreal and Toronto; Hamblin & Brereton, Winnipeg and Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

A Re-Order Producer

If you have not introduced "**Soclean**" **Dustless Sweeping Compound** to your trade you do not realize what a splendid profit you are losing.

Every Pail of "Soclean" leads to other sales. Every housewife who knows it, wants it.

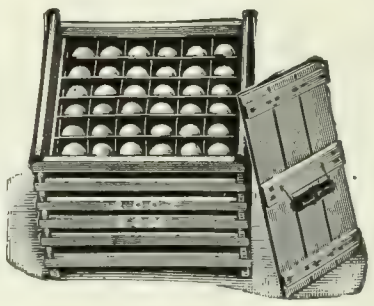
It makes sweeping easy and pleasant, kills moths, brightens floors and rugs, and disinfects the home.

You cannot afford to wait —get the "Soclean" profit now.

"Soclean" is sold in barrels for merchants' own use.

SOCLEAN LIMITED, Toronto

The originators of the Dustless Sweeping Compound in Canada
Agents for Western Canada—J. J. GILMOR & CO., Winnipeg. Agents for Montreal, SUCKLING & CO. Agents for Ottawa—W. R. BARNARD & CO.



Humpty Dumpty EGG CRATES

Carload just received from the Patentee --- the Wholesale trade Supplied (and protected on price.)

Walter Woods & Co.

HAMILTON and WINNIPEG

EVERY POUND OF ANCHOR BRAND FLOUR

easily makes good bread

such as you will be told everywhere it is used. . "I simply set it in the evening away from any stove, and, next morning, I take and knead the dough a little bit, add a little more flour, let it stand for about an hour and a half, then shape it and put it in the oven without closing the oven door for a little while—then I close the oven door, using a moderate heat for the baking, and in every instance I can guarantee splendid bread if the flour is '**Sovereign.**'

Thousands of householders use **Anchor Brand Flour**, Sovereign grade, and never worry about the quality of their bread.

Leitch Brothers' Flour Mills, Ltd.

Makers of "ANCHOR BRAND FLOUR"

Oak Lake, - - Manitoba

OUR EXTRACTS

are of superior grade in respect to both quality of ingredients and process of manufacture. You make no mistake in recommending

Sterling BRAND

EXTRACTS

to your most particular customers.

One test or trial of our extracts or a visit to our factory will prove.

THE

T. A. Lytle Co., Limited

Sterling Road, Toronto

MASON'S 'O.K.' SAUCE

THE ORIGINAL

As purveyed by appointment to the House of Lords. As supplied to the House of Commons, H.M. Navy & Army, Government Offices and the Leading Hotels and Caterers throughout the World.

CAUTION—No connection with any firm or company trading in a similar neme.

THE MARK OF QUALITY

An introductory size and a certain leader to the larger size. Price **10cts.**

Sole Manufacturers:
GEORGE MASON & CO. LIMITED,
LONDON, ENGLAND.

Represented by:—

The Lind Brokerage Co., 49 Wellington St. E., Toronto.
G. H. Gillespie, 437 Richmond Street, London, Ont.
J. T. McBride, 62 Canadian Life Chambers, Montreal.
Nelson Shakespeare Watkins, Limited, 860-864 Cambie Street, Vancouver.
David Brown, 328 Smith St., Winnipeg, Man.
W. C. Mullins & Co., 25 King St., St. John, N.B.
Fenwick Hendry & Co., Wholesale Distributors, Kingston and District.

D. & J. McCALLUM

PERFECTION SCOTCH WHISKEY

is known throughout the Canadian trade as the finest flavored Scotch on the market. It hasn't that smoky flavor of most Scotch Whiskies. It represents customer faction and good profits.

Wm. E. McIntyre, Limited

23 Water Street, St. John, N.B.

GENERAL AGENT

The Hall Mark of Sardine Superiority

By Special Royal Permission.

The sardine lover is one of the most particular customers you have. This is a demonstrated fact, and the sale of a poor quality article will have the effect of driving such a customer from your store.

"KING OSCAR" on your sardines is a real insurance against dissatisfied patrons.

You can't afford to take chances — stock "King Oscar" Sardines and you are sure of the finest, uniform sardines, carefully packed in pure olive oil. Get them from your wholesaler.

INSIST ON "KING OSCAR" BRAND.

CANADIAN AGENTS:

J. W. Bickle & Greening

(J. A. Henderson)

Hamilton, Ontario

THE

British Columbian Fisheries, Limited

Salmon Packers

SALMON BRANDS:—
"Location"
"Dreadnaught"
"Aliford Bay"

FRESH FISH

FISHING STATIONS:—
Skidegate
Aliford Bay
Cumshewa

Manufacturers of
FISHMEAL, FERTILIZER, and SKIDEGATE DOG FISH OIL and RAT FISH OILS

OFFICES—
Bank of Ottawa Building
VANCOUVER

25 Victoria St.
LONDON, ENG.

Telegrams "Fishfoods" Vancouver

Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 dozen in case -	$3.60
Princess Condensed Milk, 4 dozen in case - -	$4.50
Banner Condensed Milk, 4 dozen in case - -	$5,25

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East or Halifax. We will prepay freight up to 50c. per 100 lbs.

J. MALCOLM & SON

St. George **Ontario**

A PLEASING REVELATION

To the customers who have never tried Rowat's Pickles there is a treat in store.

If you would **seal** your trade to your business just sell them Rowat's pickles—there **is** a difference and that spells repeat orders for your store.

Big sales during summer. Have you ordered yet?

ROWAT & CO.

Glasgow - Scotland

CANADIAN DISTRIBUTORS
Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

Pacific Coast Fish

Order your requirements from the most progressive fish concern on the continent.

The Canadian Fishing Company, Limited

VANCOUVER, BRITISH COLUMBIA

Producers and shippers of all varieties of fish — fresh, frozen, smoked, salted and kippered.

Write us for prices and information.

Quality and Service Unequalled

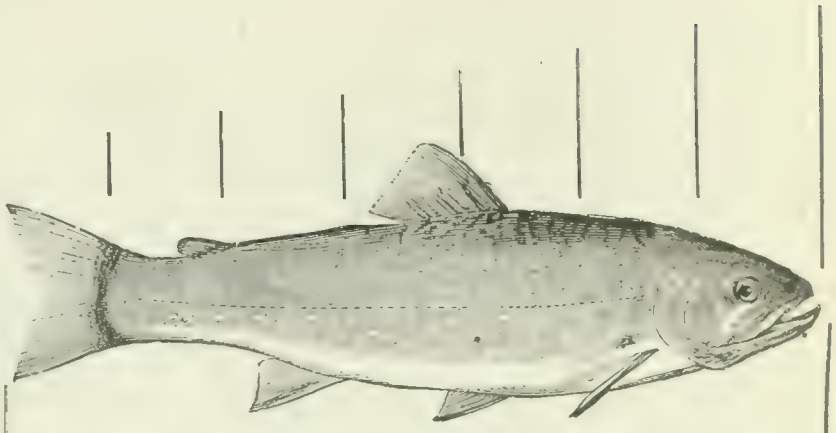
SALT, SALT, SALT,

All SALT and nothing but SALT

———positively not adulterated in any way. The best brine is pumped from our salt wells after which it is evaporated and dried by the most up-to-the-minute processes, ensuring for your patrons fine, dry, even crystals. **Purity Salt** is the salt for all household purposes. **Purity Salt** should be handled by all quality dealers.

The WESTERN SALT CO., Limited

COURTRIGHT, ONTARIO



A Fish 5 Minutes From The Water

cannot have a more real sea flavor than do the **Brunswick Brand Sea Foods.** The flavor is retained by the employment of the latest and most modern methods of preparing and packing—immediately after the fish comes from the water.

Brunswick Brand Sardines in oil, one of our leaders, is holding the foremost place among Canadian packed sardines. They sell at a moderate price and pay a good profit.

Our years of experience and large modern factories enable us to turn out sea foods as nearly perfect as can be made.

Our supplies are the choice of fishermen's catches, caught in the neighborhood of our factories.

Known and appreciated all over Canada.

OUR CHIEF SELLERS

¼ Oil Sardines	Kippered Herring
⅜ Mustard Sardines	Herring in Tomato Sauce
Finnan Haddies	Clams
(Oval and Round Tins)	Scallops

CONNORS BROS., LIMITED

Black's Harbor, N.B.

AGENTS:—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

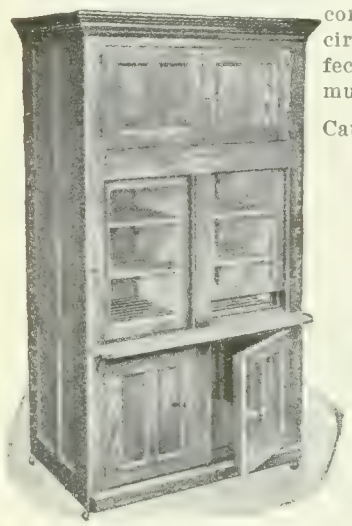
Certainly You Need a Refrigerator

The heat of summer makes it necessary that every Grocery store be equipped with a refrigerator.

EUREKA
REFRIGERATORS

are backed with over twenty-seven years of manufacturing experience, which serves to make this line the standard on the Canadian Market.

The Eureka contains no zinc or galvanized iron to rust and corrode. It is the sanitary dry cold circulating air way that makes perfect refrigeration possible with minimum ice expense.



Catalog and prices sent on request.

Eureka Refrigerator Co.,
Limited
54 Noble Street TORONTO

Montreal Representative
JAMES RUTLEDGE, Tel. St. Louis 3076

Distributing Agents, Walter Woods & Co., Winnipeg

Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

THE biggest and best selling, the most perfect and practical jar for you to stock and sell is the **''Queen'' Square Fruit Jar.** Made of clear white flint glass with large mouth, and equipped with adjustable fastener. Your patrons will be delighted with the practicalness of this container, giving you excellent opportunity to do a big trade during this coming season. Profits are good. Get your orders in now.

Manufactured by

SMALLEY, KIVLAN & ONTHANK
BOSTON, U. S. A.

For sale by all first-class dealers in Canada and United States.

The housewife smiles at
wash day when she has
"YOUNG TOM" Washing Powder

She says: It does the work more quickly with less rubbing and does not injure the finest fabrics or the tenderest skin.

''Young-Tom'' is a satisfactory soap powder that makes a steady and good profit.

Also get our proposition and prices of **''Glycerine Pumice,''** and **''Tar'' Toilet Soaps, Laundry Soaps, etc.**

Young-Thomas Soap Co., Limited
REGINA, :-: CANADA

MATCHLESS
LIQUID GLOSS

Customers come back again and again with "repeat" orders for Matchless Liquid Gloss. They find so many uses for it.

Cleans and disinfects as well as polishes.

Unequalled for furniture, pianos, hardwood floors (unwaxed), and all finished woodwork, as well as for linoleums and oilcloths.

Splendid, too, for renovating automobiles and carriage bodies.

Put up in handsome lithographed tins; also in half-barrels and barrels. Write to any of our agencies.

The Imperial Oil Co., Limited

Toronto Winnipeg Montreal
St. John Halifax

ANTI-DUST

Here is a compound with cleansing properties unknown to others. Housewives who use it once never try any other, for the simple reason that the fresh odor left behind proves to her satisfaction that none could be better. Anti-Dust is packed in attractive tins, and allows the retailer a good margin of profit.

We want a distributor in Western Canada.

Sapho Mfg. Co., Limited

MONTREAL

Ontario Agents: MacLaren Imperial Cheese Co., Limited
Fenwick & Hendry, Kingston, Ont.

PACKARD'S BLACK "O" Shoe Polish

One of the best 10c. lines on the market

EASY { TO APPLY
TO GET A SHINE
TO SELL

The HUSTLER'S FRIEND

A pleased customer calls again.

Have you one of our Dressing Price Lists? If not, write us.

L. H. Packard & Co. Ltd.

MONTREAL

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

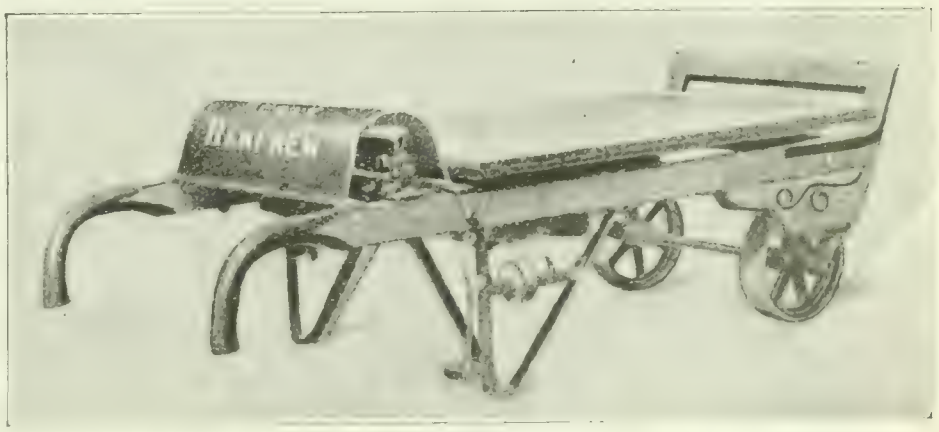
SMITH AND PROCTOR

SOLE PACKERS

Halifax, - N.S.

Avoid that Heavy Lifting

Equip your store with this practical labor, time and money saver—the RENFREW SCALE TRUCK. You can truck in all those big bags, barrels and boxes in shortest time and saving yourself unnecessary exertion. Moreover, you can weigh the goods as they come in and catch any shortages. This is just what you need. Write for fuller particulars.



RENFREW SCALE COMPANY, Renfrew, Ontario

PERFECTION
(BRAND)

BARBADOS GOLDEN SYRUP

CONVEYS that degree of satisfaction to the purchaser that is bound to result in repeats.

PERFECTION BRAND is undoubtedly the highest grade of molasses obtainable anywhere, and it is important that you should secure a supply for your better trade.

ASK YOUR WHOLESALER.

West India Co., Limited
MONTREAL

COOK'S FRIEND
BAKING POWDER

on the market for over 50 years. Only best quality ingredients used—**contains no alum.**

If you want your customers to come back and send their friends, give **Cook's Friend** all the prominence you can.

Ask Your Wholesaler

W. D. McLaren, Ltd., Montreal

Hirondelle
(Swallow)

Macaroni, Etc.

stands out pre-eminently as the leader amongst alimentary pastes. You cannot get any better, so why bother with imported lines on which your profit is not so good?

The extreme care taken in its manufacture and the cleanliness of the factory both go hand-in-hand in bringing **Hirondelle Brand** to the top of the ladder .

C. H. Catelli
LIMITED
MONTREAL

The best profits you make are the steady profits on regular sellers. No lines sell so surely and as easily as

RED ROSE BAKING POWDER, JELLIES, EXTRACTS.

Made by men who know how. From purest and most carefully selected ingredients. They are the leaders.

One Trial Will Prove

Write
A. W. HUGMAN, LIMITED
MONTREAL

YOU ARE BEHIND A GOOD THING

IF YOU ARE PUSHING

IT SATISFIES YOUR CUSTOMERS AND SHOWS YOU A GOOD MARGIN OF PROFIT

The Nugget Polish Co Limited

9-11-13 Davenport Road Toronto, Ontario

CLASSIFIEDADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

BUSINESS CHANCES

GOOD OPENING FOR COMPETENT GROcery manager with $1,000 to $2,000 to invest in live department store in Western Canada. Man of ability and experience only will be considered, who can conduct department on up-to-date aggressive lines. Write in first instance to Box 485, Canadian Grocer, Toronto.

FOR SALE

NEW ARCTIC REFRIGERATOR, SIZE 7 ft. x 9 ft. x 10 ft. high (up-to-date), bargain for quick sale. Also new Toledo Scale. Apply Box 322, Simcoe, Ont.

FOR SALE—THE FIXTURES OF AN UP-to-date grocery store. Address James McKenzie, Piccadilly St., London, Ont.

GROCERY FOR SALE

HIGH-CLASS GROCERY AND PROVISION business and fixtures for sale. Situated in Toronto, on corner in rapidly growing locality. Modern equipment; 2 delivery outfits, coffee mill, computing scales and interior fittings. Lease can be renewed at reasonable terms. Communicate direct with us, D. M. Johnson & Co., Real Estate, 948 Gerrard St. E., Toronto.

SITUATIONS WANTED

ENGLISHMAN, 31, REQUIRES POSITION in tea trade; 15 years' practical experience in wholesale and retail tea trades London. First-class references. E. E. Hart, care of Canadian Grocer, 143 University Ave., Toronto, Ont.

ENGLISHMAN, 31, REQUIRES POSITION in tea trade; 15 years' practical experience in wholesale and retail tea trades London. First-class references. E. E. Hart, care of Canadian Grocer, 702 E. T. Bank Bldg., Montreal.

REPRESENTATIVES WANTED

A SIDE LINE FOR COMPETENT SALESmen—a commission of 25% will be paid to salesmen of ability calling on grocery, drug, cigar stores, confectionery stores, etc., throughout Canada. Strictly high-grade goods manufactured by largest concerns in Canada. Only men of ability need apply, and by letter only. H. Jackson, Room 724, 64 Wellington St. W., Toronto.

SIDE LINES WANTED

TRAVELLER CALLING ON THE RETAIL trade and mines in Northern Ontario would like some good side line. Address A. L. Box 155, Byng Inlet, Ont.

MISCELLANEOUS

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro', Ont., solicits your orders.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St., West, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. tf

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice street, Toronto.

WE ADVERTISE

MAPLEINE

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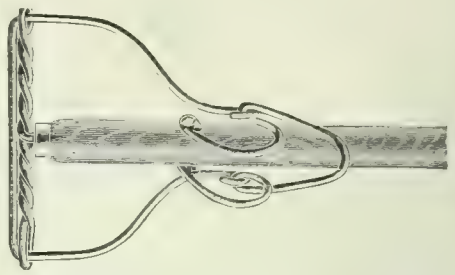
ELY'S No. 23



—the mop head that is rustless and unbreakable

This all wire mop head is full of strength and durability. It being made of No. 9 and 10 tinned wire is rustless—the head and slide made of No. 9 and the spring and lever made of No. 10, spring tempered. No sharp corners to mar baseboards or furniture.

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Manufacturers of 23 styles of Mop Heads

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For sale by the jobbing trade everywhere.

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Pipes and All Accessories.

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We have:— The Highest Quality
The Greatest Quantity The Lowest Price

17,500 Barrels per day. Correspondence Solicited

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Manufacturers and Buyers of Dried, Evaporated and Canned Apples.

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Big range from which to choose your Christmas stock. Only the highest grade goods made. Prompt attention given all orders.

See Our Travelers.

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We want manufacturer's agents in all parts of Canada to investigate our proposition.

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On Sale Anywhere.

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BLACK DIAMOND OVENS

Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.

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TOFFEES PRESERVES
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SWEEPING POWDER In Bulk only "NO-DUST"

The strong disinfectant with pleasant, refreshing odor.

No-Dust Mfg. Co.

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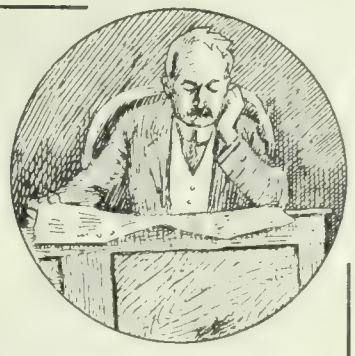

when you can have them collected for you. If we cannot collect, we will not charge you for our services. This is a good time to start.

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a food product for all seasons. It will please your customers and build a profitable trade for you.

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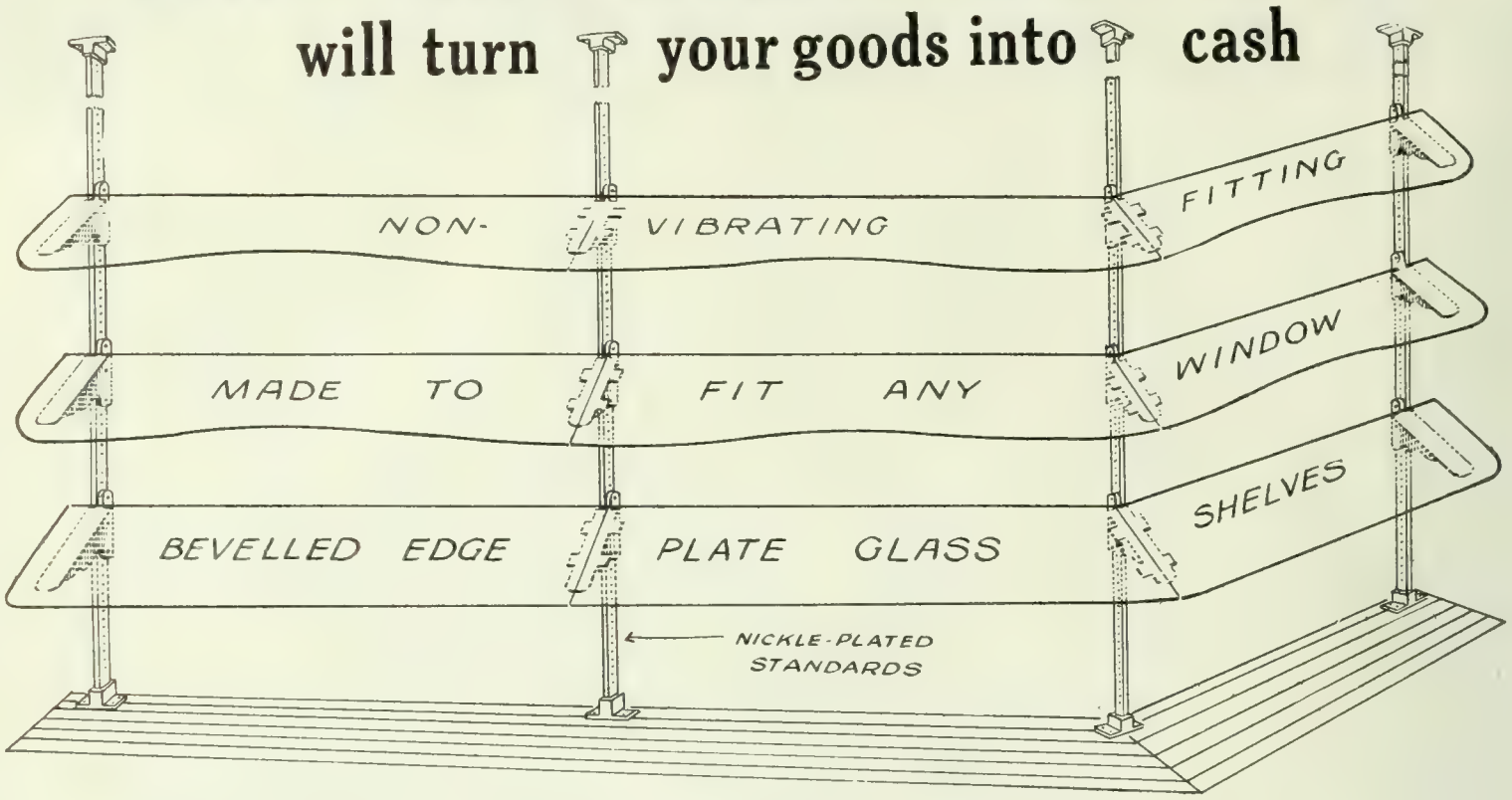
THE "SHOWALL" FIXTURE

will turn your goods into cash



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See June 28th issue of the Canadian Grocer, page 23, and read what one live grocer says about

The Brantford "SHOWALL" FIXTURE

We are daily receiving statements from satisfied users which prove the worth of the "Showall" as a business getter for the grocery store. Here are a few of them—

"It paid for itself inside of two months."
"It is worth two clerks to me."
"It is the best investment I have made since being in business."
"It makes my store look much better class."

Make a point of seeing this fitting.
Write now—You are losing dollars by delaying.

The Brantford Showall Window Fitting Co., Brantford

67 WILLIAM ST.

Canned Peas

You have just as much opportunity of making a good-sized profit on canned peas as on any other line, especially if you take advantage of our present offerings and secure goods at rock bottom figures.

IMPORTED PETITS POIS

For immediate delivery.

667 cs. "SOLEIL" Petits Pois.
456 cs. "FRS. PETIT & CIE" Petits Pois.

Soleil Brand

11 cs. Extra Fins, 50 1 kilo, cs.	$14.50
35 cs. Extra Fins, 100 ½ kilo, cs.	16.00
25 cs. Tres Fins, 100 ½ kilo, cs.	13.50
232 cs. Fins, 100 ½ kilo, cs.	12.50
170 cs. Mi-fins, 100 ½ kilo, cs.	11.50
77 cs. Moyens No. 2, 100 ½ kilo.	10.00 Case.
117 cs. Moyens No. 3, 100 ½ kilo.	9.00 Case.

"FRS. PETIT & CIE" Brand.

315 cs. Moyens, 100 ½ kilo, **7.50 c/s.**

141 cs. Fins, 100 ½ kilo, cs. $10.00

"SOLEIL" Assorted Vegetables.

Asparagus, Haricots, Macedoines, Flageolets, Artichokes, Spinach, Brussels Sprouts, etc.

"SOLEIL" Assorted Soups.

Julienne, Nouvelle ou Printaniere, Chervil, Concentrated Tomatoes.

"F. LECOURT'S"
Mushrooms
Paris.
Extra Choice, First Choice, Choice Gallipedes.

Write for Quotations.

Laporte, Martin, Limitee

568 St. Paul St., - Montreal

Telephone Main 3766

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Made by Canadian Workmen and Sold by Canadian Salesmen. **Sales Offices in all Centres and Representatives Everywhere.**

Original patentees and manufacturers of standard, self-measuring hand and power driven pumps, large and small tanks, gasolene and oil storage and distributing systems, oil filtering and circulating systems, dry cleaner's systems, etc.

Established 1885.

Sanitary Cans

"The Can of Quality"

Tomatoes, Peaches, Pears, Plums, Apples.

Enamel Lined Cans for Strawberries, Raspberries, Beets.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Five Roses Flour

Not Bleached — Not Blended

Base your selling success on flour facts not on fine phrases.

IF you have been working brain and body to build up a consistent flour trade and feel discouraged to-day for lack of support, should you abandon a line that **others** have made profitable?

Or should you concentrate that splendid selling ability and industry upon FIVE ROSES Flour?

Why should you work for a flour that doesn't work for you, Brother Grocer, when you can sell FIVE ROSES?

Every repeat customer should bring you new reasons, new selling points, new causes for enthusiasm to convince new patronage.

It is a splendid flour indeed that not only stays sold upon introduction but radiates selling force wherever it goes, that intensifies the salesmanship of whomever handles it, either as buyer or seller.

Neither you, Brother Grocer, nor ourselves alone could ever have carried FIVE ROSES sales from 800 barrels a day to 11,500 unless the flour itself took firm root in the esteem of the housewife and there sowed the seed of future sales.

WRITE NEAREST OFFICE

Montreal	*Toronto*
Ottawa	*London*
St. John	*Quebec*
Sudbury	*Keewatin*
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Portage la Prairie

Daily capacity—11,500 barrels

LAKE OF THE WOODS MILLING CO.
"The House of Character" *Limited*
MONTREAL

THIS IS THE 1,335th ISSUE OF

CANADIAN GROCER

ONLY WEEKLY GROCERY PAPER PUBLISHED IN CANADA

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII. PUBLICATION OFFICE: TORONTO, JULY 11, 1913 No. 28

ROBIN HOOD PORRIDGE OATS

Compressed in Tubes.
Sanitary Vermin Proof, Fibre Tubes.
The latest, most modern, cereal package.
Mr. Up-to-date Grocer, order now and avoid the rush.

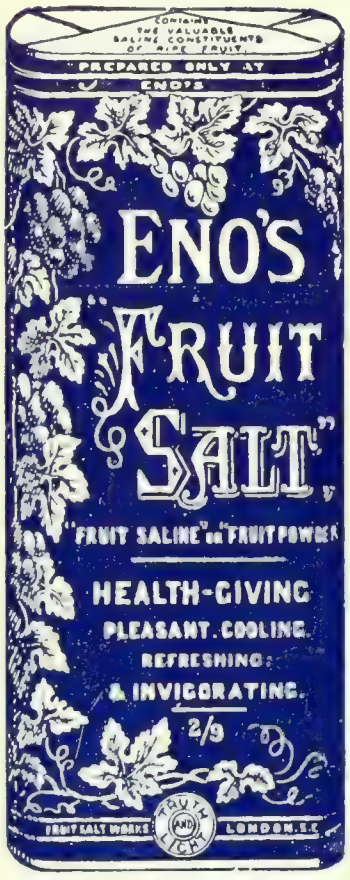
ROBIN HOOD PORRIDGE OATS

So good you want it every morning.
The finest porridge oats ever made. Merchants are invited to write for a sample tube. We want every Grocer to know how good it is.
If your jobber cannot obtain the tubes for you at once, write or wire our nearest distributor.

Robin Hood Mills	St. John, N.B.
Christinar & Co.,	Montreal, Que.
Dane & Hortop,	Toronto, Ont.
Mason & Hickey,	Winnipeg, Man.
Robin Hood Mills	Moose Jaw and Calgary

Every Household and Travelling Trunk ought to contain a bottle of

ENO'S "FRUIT SALT"



A gentle natural aperient that stimulates the organs of elimination.

A delightful sparkling draught that children like, that invalids can safely take without fear of griping or weakening effects.

Travellers need this valuable preparation to prevent sea-sickness, train-sickness, and illness caused by sudden changes of water or climate.

If you suffer from Constipation, Biliousness, or Indigestion, the regular use of

ENO'S "FRUIT SALT"

will promptly correct the disorders and greatly improve your general health.

This world-famous aperient has been in use for forty years, and to-day stands unrivalled.

"It is not too much to say that its merits have been tested from Pole to Pole, and that its cosmopolitan popularity presents one of the most signal illustrations of Commercial enterprise to be found in our trading records."

Sold by Chemists and Stores throughout the World

Prepared only by

J. C. ENO, Ltd., FRUIT SALT WORKS, London, S.E.

Quick—

Truly no word is more simple and yet it conveys much to everybody, even a child knows what it means to be quick. It has a vastly broader meaning though when it is compounded with the word Naptha and applied to soap.

Naptha—

to push out

to remove forcibly, when applied to wash day it means to cleanse. "Richards Quick-Naptha," means just what its name implies. It removes dirt quickly from clothes. It cleanses with very little rubbing, leaving the clothes beautiful, white and fresh.

"Richards Quick-Naptha," and "Richards Pure" Soaps, for sale by wholesalers.

—caught right and canned right where they are caught

The packers of "Thistle" Brand Canned Haddies have further improved the packing of their product by the adoption of a new seamless, sanitary tin. These tins are of ½ and 1 lb. sizes and are attired in particularly striking labels

The new tins will tend to still better preserve the deliciousness of the freshly caught fish and will give the dealer a new talking point in selling.

"Thistle" Brand Haddies

are backed by a lifetime experience, they are absolutely free from slime or any uncleanliness whatsoever

For nourishing food "Thistle" Haddie is unequalled, no waste product, cheaper than meat.

Serve your own and your customers' best interests by displaying well and recommending the leader—"Thistle" Brand.

Arthur P. Tippet & Company

Agents

Montreal Toronto

Imported French Peas and Sulphate of Copper

On page 38 of the "Canadian Grocer", dated June the 27th, under "Quebec Markets", the Montreal correspondent writes as follows:

> "Imported French peas have advanced 50c per case on arrival of new pack. It might be stated here that scientists in England and France have come to the conclusion that the copper sulphate used to give French peas a delicate green color is not present in sufficient quantities to prove injurious to health. It is further proven that nearly all vegetables and some grains among which is wheat, have a small proportion of copper in them. It is stated that as copper is insoluble there is no danger to be feared, as the human system will discard that which it can assimilate."

Possibly Grocers often wonder why it is that "Canadian Peas" have not that attractive green color, which is practically the sole-selling quality of Imported Peas.

In the canning of Peas, the natural green color, that is the natural Chlorophyl, is driven out by Oxidation causing the Peas to have that yellowish tint. To overcome this difficulty the foreign packers generally use a Copper Salt, this when heated and coming into contact with the Nitrogen of the Peas effects a chemical combination producing an intensely green tint.

Dominion Canners, Ltd., do not use Sulphate of Copper, which they could very easily do, as far as its practability and simplicity in use is concerned, but **they are opposed to all forms of adulteration in Canned Food Stuffs, and have always refrained from using green coloring, even so-called vegetable coloring, believing that the use of the coloring tends to destroy the fine natural flavor of the Peas.**

An unprejudiced comparison of samples of Canadian Peas with colored Foreign Peas, proves conclusively that the Canadian Peas have far and away a very much superior flavor, and as a celebrated Chemist said: "No one is anxious to have a copper-lined stomach."

The article quoted above was evidently written to convey the impression that there is **no** danger to be feared from using Sulphate of Copper. The mere fact that it is necessary to deny that there is any possibility of danger is conclusive proof that somewhere at sometime, someone must have concluded that there was danger.

The greatest food expert on the American Continent, Dr. Harvey W. Wiley, Ph. D., late chief of the United States' Department of Chemistry, in his work: "Foods and their Adulteration" writes, in part, as follows:

> "Adulteration of Canned Peas.—The principal form of adulteration which is practiced in the canning of pease is the addition of Sulphate of Copper for the purpose of producing an intense green color. The delicate shade of green of the fresh, succulent pea tends to assume a yellowish tint on canning and especially after keeping for some time. To such an extent does this oxidation of the natural Chlorophyl go on that in many samples when opened, instead of a green, we discover a decidedly yellowish tint. When Copper Salt, such as Sulphate, is heated in contact with a nitrogenous substance, such as that which exists in the pea, a chemical combination is formed between the Copper and Nitrogenous bodies which has an intensely green tint.
>
> It is often supposed that the Sulphate of Copper is added to canned peas to preserve their natural color. This, however, is not the case. The Copper combination, as above mentioned, produces a dye of a very bright green hue. **Sulphate of Copper is a highly poisonous substance,** and for this reason should be excluded from food products. It is only fair to state that those who use this material claim that in the form of the combination produced it remains insoluble during the process of digestion, and therefore the Copper is inert. This claim is not sustained by the facts in the case. It is quite certain that the Copper product forming the dye or the excess of the Copper which is used remains in a state of very unstable composition which is easily broken up under the action of the acids and enzymes in the digestive organs.
>
> **"It is greatly to the credit of the canners of the United States that the use of Sulphate of Copper has never come into use in this country."**

DOMINION CANNERS, LIMITED HAMILTON, Canada

BORDEN'S

"REINDEER BRAND" UP IN THE FROZEN NORTH

The Canadian Arctic expedition took a sufficient supply of Reindeer Brand Condensed Milk for their Northern voyage. Deep-sea Captains give this line preference.

"Reindeer Brand" Evaporated and Condensed Milk, Coffee and Cocoa are always ready for use and always reliable.

Quality products always sell.

Borden Milk Co., Limited

["Leaders of Quality"

MONTREAL

Branch Office No. 2 Arcade Building
Vancouver, B.C.

Your Particular Customers WANT

"FORCE"

TOASTED WHEAT FLAKES

—Never really had a rival as a nourishing, common-sense breakfast food.

This fine old "pioneer" cereal has always had first place amongst THINKING people. Its crisp, toasted flakes of the finest wheat, embued with the appetizing tonic influence of BARLEY-MALT give it a nourishing value, unapproached by its hundreds of imitators.

Made by The H-O Company, Hamilton, Ont.

Thirsting Appetites are Seeking for a Cooling Thirst-Quenching Deliciousness—E.D.S. Raspberry Vinegar Satisfies the Longing

Made from the finest berries by a perfect process, all the juice deliciousness of the fresh fruit being fully retained. E. D. S. Raspberry Vinegar "makes good" with the trade.

Get your share of this trade—the season has just nicely begun.

Made only by

E. D. Smith & Son

Limited

WINONA, ONTARIO

AGENTS:

NEWTON A. HILL - Toronto
W. H. DUNN - - Montreal
MASON & HICKEY - Winnipeg
R. B. COLWELL - Halifax, N.S.
J. GIBBS - - - Hamilton

E D S

RED RIDING HOOD BRAND

5 lb. SLIP TOP CAN

5 lb. SLIP TOP CAN

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta—W. H. Dunn, 396 St. Paul Street, Montreal.
Toronto—Lind Brokerage Co., 47 Wellington St. E.
Ottawa—E. M. Lerner & Sons, 11 York Street.
British Columbia and Yukon—Kirkland & Rose, 312 Water Street, Vancouver.

"FOUND MONEY"

That's what one grocer said after selling his first shipment of KIT Coffee—it is so easy to sell and the repeat business is so gratifying and profitable. We will send you a generous supply of advertising free.

KIT COFFEE CO. Govan, Glasgow

ALEX. TYTLER, Temple Building, London, Ont.
W. H. LYNE USHER, 270 South St., Halifax, N.S.
KIRKLAND & ROSE, 312 Water St., Vancouver, B.C. G. C. WARREN, Regina, Sask.

FREDERICK E. ROBSON & CO., TORONTO

KIT COFFEE
"perfectly simple to make
Simply perfect when made"

How to Make More Money With Canned Peas

There is an impression in some quarters that Canadian Peas are not procurable in the finer grades. This, of course, is an entirely erroneous idea,—Dominion Canners, Limited pack Peas in four grades, all Peas of these grades being thoroughly sieved, washed, and carefully picked over.

Dominion Canners' (Ltd.) Peas are graded as follows: —

First, finest grade, sieve No. 1, sometimes sold as "Petits Pois," "Extra Sifted," "Petits Pois Fin" or "French Sifted".

Second, next finest grade, known as sieve No. 2, and generally labelled "Sweet Wrinkle", also sometimes known as "Little Gem".

Third, sieve No. 3, generally labelled "Early June". Also occasionally as "Sifted June".

Fourth, sieve No. 4, generally known as "Standards", and occasionally as "Marrowfats", "English Garden", etc.

NOTE.—The finer the grade the smaller and more tender the Pea.

"Years ago Peas were sold under one grading, the Peas in the cans being of all sizes, and it was impossible to produce a good product. Even yet some packers, not having the necessary machinery, pack their Peas in this way.

A great deal of expensive machinery is required to facilitate the sorting out the Peas according to their proper grades, and that is one of the reasons why the finer grades cost more than the coarser.

The 'Dominion Canners' operate the most complete Pea canning plants in the world, and their process is mechanical from the field to the can.

The 'Dominion Canners' claim for their Peas, that they are greatly superior to the Green Peas which the ordinary Householder is able to secure on the market or from the green Grocer, because they are **canned, almost without exception, within a few hours after they are picked,** whereas the other Peas are usually several days' old before reaching the Householder, and consequently they are hard and tasteless.

It will pay you well to study the "Pea Question" closely and to figure out for your own satisfaction, that **you can make a far better margin of profit by selling your customers the finer grades.** Therefore, you should **instruct your salesmen** in all cases where Householders ask for Peas, to call their attention to the superior quality of the finer grades, and the better satisfaction they will have by paying the small additional price for the better quality.

Note particularly that you will pay **only 2½c. per dozen tins more for 'Dominion Canners' "Early June" Peas than for their "Standards," and 2½c per dozen more for their Sweet Wrinkles than for their "Early Junes." Suppose you ask only 1c. more on each can of "Early Junes," your profit is 9½c. per dozen tins, over and above what you would make by selling "Standards."** If you sell the "Sweet Wrinkles" at a price of 2c. per tin over "Standards" **you make an additional profit** over what you would make by selling "Standards" of **about 19c per dozen,** and you have the satisfaction of knowing that your customer is getting excellent value for her money.

When placing your orders for Peas, see that you order a liberal supply of the finer grades.

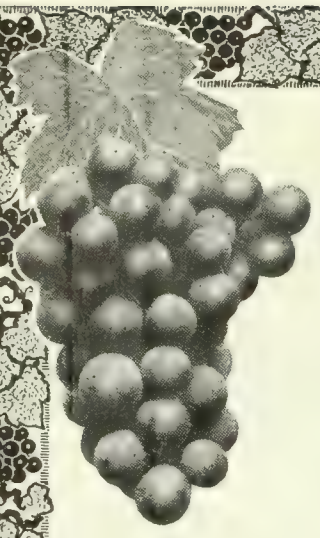
The 'Dominion Canners' purpose making the difference in prices between these grades as small as possible, in order to **encourage the consumption of the finer grades.**

If you will write the 'Dominion Canners, Limited', Hamilton, they will send you samples of their labels, and explain to you more fully how you can make more money by selling the finer grades of Peas.

Yours faithfully,

DOMINION CANNERS, LIMITED.

Hamilton, Canada.



No "dead stock" on your shelves if you sell

Welch's

Grape Juice

Canadian Grocers find Welch's sells on Sight

Once you introduce Welch's Grape Juice to your trade you are assured of three things—your stock will move **rapidly,** you will receive a fair profit, and the quality Welch's is fully guaranted to you and your customers.

We secure the best grapes obtainable—and in our entire process of washing, rinsing, pressing and sterilizing, neither grapes nor juice are touched by human hands.

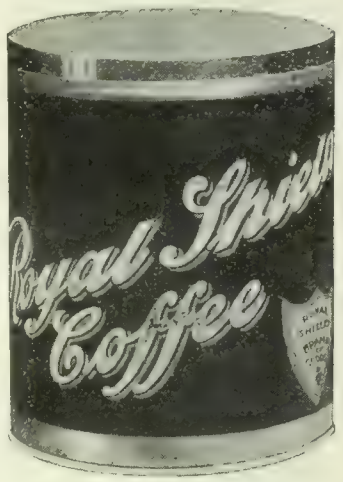
Write to-day for prices and names of Canadian distributors. We furnish attractive display material.

The Welch Grape Juice Company, Westfield, N.Y., U.S.A.

Teas and Coffees

"Royal Shield" Brand Teas and Coffees have a very wide connection in Western Canada. Being of a uniform quality and of an exceptionally high grade they have had unbounded success with the best Western trade.

We have six central distributing points which facilitate prompt service. Try Royal Shield service and get the right goods, the right attention, and the right treatment.



Campbell Bros. & Wilson, Limited, Winnipeg

WHOLESALE GROCERS AND IMPORTERS

Campbell, Wilson & Horne, Limited, Calgary, Edmonton and Lethbridge

Campbell, Wilson & Adams, Limited, Saskatoon
Campbell, Wilson & Strathdee, Limited, Regina

Clark's Pork and Beans

If you desire, Mr. Grocer, to economise your time, if you wish to please your customers, if you are anxious to increase your Bean Trade, you can use no better method than selling

Clark's Pork and Beans

PLAIN, CHILI, TOMATO SAUCE

The Standard Quality sells with the least effort.

CLARK'S ARE THE HIGHEST STANDARD. The simplest way to please your customers is to give them the best.

CLARK'S ARE THE BEST.

QUALITY GOODS MEAN SATISFIED CUSTOMERS. THE RESULT IS SURE. TRY IT OUT WITH CLARK'S.

W. CLARK, - MONTREAL

Readers Of The Grocer, Let Us Know Your Wants

You have noticed our Letter Box service. Every week we hear from dealers who desire names and addresses of firms manufacturing some particular article.

This service may be beneficial to you. If you are in the market for any article you do not know where to get, our services will be cheerfully given.

The Canadian Grocer is in position to secure information on new lines in the grocery trade, and of novelties occasionally asked for in the grocery store.

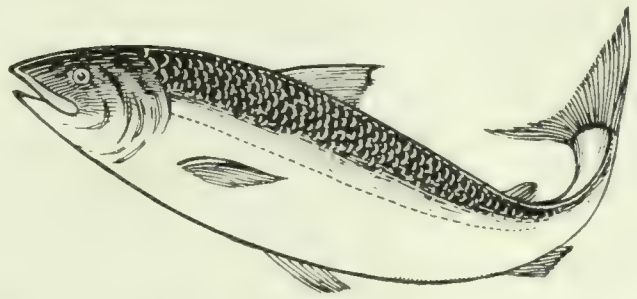
Don't hesitate to write us. As a subscriber of The Grocer you are entitled to this service.

The Canadian Grocer

Montreal Toronto Winnipeg Vancouver

Anglo-British Columbia Packing Co., Ltd.

H. BELL-IRVING & CO., Limited, Agents, VANCOUVER, B.C.

Sockeye  Sockeye

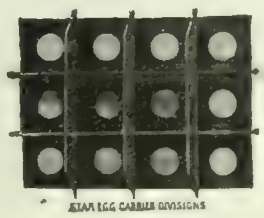
SALMON

Buy—

SOVEREIGN BRAND
HOLLY LEAF BRAND

THE FINEST GRADE OF SOCKEYE SALMON

ONE DOZEN SIZE



TWO DOZEN SIZE

DELAY PAYS NO DIVIDENDS

Equip Yourself With - - - - -
STAR EGG CARRIERS AND TRAYS
- - - - - - - - - - - - - - - Now!

Why not do this, and secure the advantages of a "no-breakage" egg delivery—one which absolutely prevents costly "miscounts"—will save you valuable time and money in delivering your eggs, and makes an ideal candler also. These absolutely necessary features, soon make STAR EGG CARRIERS and TRAYS pay for their installation.

Ask a user about them—he'll convince you—then read the heading of this advertisement again—think it over, and order STAR EGG CARRIERS and TRAYS from your Jobber, right away—to-day.

Renew the STAR EGG CARRIER DIVISIONS in your STAR EGG CARRIERS occasionally, the cost is very slight and you will be prolonging the life of the STAR EGG CARRIERS, indefinitely, while keeping them absolutely sanitary.

IF YOUR JOBBER CANNOT SUPPLY YOU, WE WILL.

Star Egg Carrier and Tray Mfg., Co.

1500 Jay St., Rochester, N.Y., U.S.A

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store
—and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED

WALKER PATENTED BINS

Berlin, Ontario

REPRESENTATIVES:
Manitoba: Watson & Truesdale, Winnipeg, Man.
Northern, Sask.: North-West Specialty Co., Saskatoon, Sask.
Southern Sask. and Alta.: J. N. Smith, Box 695, Regina, Sask.
Vancouver: Western Plate Glass Co., 318 Water St.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED BINS

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER CO., 138 Front Street, New York

A want ad. in this paper will bring replies from all parts of Canada.

BRITISH and FOREIGN

JAM & MARMALADE PULPS

CITRONS, LEMONS AND
BITTER ORANGES
FRESH AND IN BRINE

SPANISH OLIVES IN BULK

ESSENTIAL OILS
LEMON, ORANGE,
BERGAMOT

F. C. GOODING & CO.

FRUIT PACKERS AND SHIPPERS

36 Eastcheap, LONDON, England

CABLES "GOODINGITE LONDON," ALL CODES.

Represented in TORONTO by W. B. STRINGER

By Royal Letters Patent

NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen, can be obtained from

W. G. PATRICK & CO.
LIMITED

St. Paul St., Montreal.
York St., Toronto.

Shirriff's

True Vanilla

has earned a great quality-reputation during the thirty years it has been upon the market. It is looked upon by housewives as

The Leading Canadian Vanilla

For that reason it commands the largest sale in Canada, and pays good profits to enterprising grocers in all sections of the Dominion.

Shirriff's True Vanilla is made from the finest Mexican Vanilla Beans, and aged until its exquisite flavor and bouquet are fully matured.

If you are not handling Shirriff's write us. We will arrange to have you supplied.

Imperial Extract Co.

Toronto

Where relative merits have been tested,

after the Washing—

OCEAN BLUE

is a regular household rule. OCEAN BLUE stands for quality, the bed-rock basis of good business.

HARGREAVES (Canada), Limited,
33, Front Street, E. TORONTO.

Reaching the West

—the Region 'Round Regina

You need help if you are shipping from the East. The distances are so great you are at a disadvantage. To overcome this try shipping in carload lots direct to Regina. This saves freight on the long haul. We will receive such cars, sort consignments, and re-ship to your various customers. Railways radiate from Regina. Our charges are reasonable. The plan will save you much money.

By placing a stock of goods with us you may make our warehouse your Western Branch. We are equipped to carry large quantities in storage, and to attend to re-shipping on orders from you or your customers.

Even if your goods do not bulk large, avoid the extravagance of high charges on many parcels, by combining the Western orders in one consignment to us for distribution.

We can tell you more when we get your address. Write to-day, so that you may know all about the service in time to use it.

REGINA STORAGE AND FORWARDING COMPANY, LIMITED, REGINA

A CONTEST
In Window Dressing

Every time you dress a window you learn something new. If the display brings results you note particularly the style of trim that is effective. If no results are apparent you will not fall into the error of trimming the window similarly again. Come into this window dressing competition, build up your reputation as a trimmer, help along the sales of summer goods and win one of the prizes.

Dress a window with summer selling lines right away; do your very best; get a good photograph and send it in.

The Conditions

All windows must be dressed by dealers or their clerks; they must contain summer selling goods; anyone may enter as many windows as he wishes, but photographs must be mailed on or before August 8. Give description of window on back of photo.

The Prizes

For cities over 10,000 population—1st, $5; 2nd, $3; 3rd, $2.

For places under 10,000—1st, $5; 2nd, $3; 3rd, $2

N.B.—It is not necessary to have photos mounted; ask the photographer to print them on glossy paper .

Mail Early to

The Editor Canadian Grocer
143 University Ave., TORONTO

The Housewife's Success Is Your Success

When you recommend and sell **White Swan** products, you are going to reap the benefit of another satisfied patron. You are strengthening your position because every satisfied customer means good advertising for you.

White Swan Specialties are: Baking Powder, Coffee, Yeast Cakes, Jelly Powders, Flavoring Extracts, Spices and Cereals.

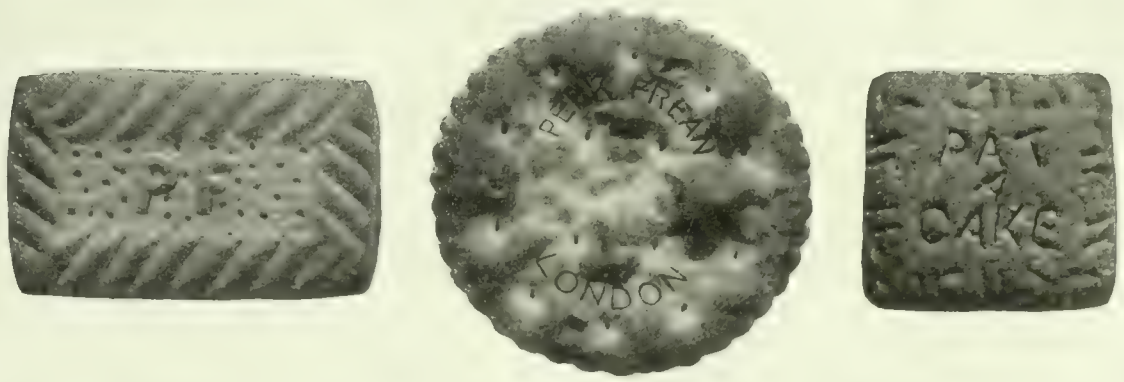
White Swan pure food products give best results.

Order from your wholesaler or direct

White Swan Spices & Cereals Limited

Toronto, Ontario

THREE VERY POPULAR BISCUITS



P.F SHORTCAKE
Delicious shortbread biscuits.
About 32 to pound.
About 325,000,000 sold first year.

GOLDEN PUFF
Very light and flaky.
About 42 to pound.

PAT-A-CAKE (reg'd)
Dainty shortbread squares.
About 60 to pound.
Over 425,000,000 sold in one year.

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Toronto—The Harry Horne Co., 309 and 311 King St. West, Toronto.
Ottawa and Eastern Canada—Frank L. Benedict & Co., Read Building 45 St. Alexander St., Montreal.

PEEK, FREAN & CO., Limited, Biscuit Manufacturers

LONDON - ENGLAND

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

Japan Teas on Spot
Congou Teas on Spot
Ask for samples.

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

Import—Export 'Phones { Office 2190 / Residence 1556
NORMAN D. McPHIE
MERCHANDISE BROKER
COMMISSION MERCHANT
MANUFACTURERS' AGENT
Handling General Grocery, Spice and Produce Lines
Federal Life Building
HAMILTON, - Ont., Canada

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

CONVENIENT, MODERN, WAREHOUSING
at Ottawa, tracks at the door, connection with steamers. Fireproof. Excise Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.,
46-52 Nicholas Street - - Ottawa

When writing advertisers kindly mention having seen the advertisement in this paper

WESTERN PROVINCES.

ORR & McLAIN
Importers, Buyers and Manufacturers' Agents
Domestic and Foreign Agencies Solicited
507 Confederation Life Building, Winnipeg

H. P. PENNOCK & CO., LTD.
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturers wanting live representatives.

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

Eastern Manufacturers Limited
Manufacturers' Agents,
Saskatoon, Saskatchewan.
Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established. 15 Years
Domestic & Foreign Agencies Solicted

HOLLOWAY, REID & CO.
Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

NORTH-WEST SPECIALTY CO.
Manufacturers' Agents
Cover Saskatchewan completely. All large centres visited monthly. Open for agencies for all kinds of Store Fixtures and Specialties. Warehousing facilities.
Suite 109 Willoughby-Sumner Block
Saskatoon, Saskatchewan.

A want ad. in this paper will bring replies from all parts of Canada.

WESTERN PROVINCES—Continued.

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines, Domestic and Foreigh agencies solicited.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse,
92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS
and
MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

Manufacturers' Agents and Brokers' Directory

(Continued.)

Western Provinces—Continued.

SIMPSON PRODUCE CO. Winnipeg Man.

Will be pleased to discuss with agents or manufacturers of Bakers', Butchers' or Grocers' specialties, the introduction of their lines to the Prairie Provinces—we go direct to the trade or through the Jobbers.
Dealers in High Class Produce and Provisions.

Simpson Produce Co. 248-252 Princess St. Winnipeg Man.

LEADLAY LIMITED
332 Bannatyne Ave.,
Winnipeg, Man.

Grocery Brokers & Importers.
"Eiffel Tower Lemonade."
"Foster-Clarkes Cream Custard.

BRITISH COLUMBIA.

McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission Agents

352-6 Cambie St., Vancouver, B.C.

Can give strict attention to a few first-class Grocery Agencies. Highest References.

O'Loane, Kiely & Co., Ltd.

WHOLESALE GROCERY BROKERS
CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY
We cover British Columbia and Alberta
Head Office - - Vancouver, B.C.
Reference: The Bank of Montreal.

STUHR'S
GENUINE CAVIARE,
ANCHOVIES IN BRINE
(Salted Sardels).
In Tins and Glasses.
"Please ask for our offer"
C. F. STUHR & CO., HAMBURG.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

SHIP YOUR CARS TO
FERGUSON'S SIDING

Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.

FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.

We have records in our vaults covering ten years' satisfactory service.

C. E. DISHER & CO.
WHOLESALE GROCERY BROKERS AND COMMISSION AGENTS
CANNED AND DRIED FRUITS, BEANS, SALMON
Victoria VANCOUVER, B.C. Calgary

E. O. CORNISH
COMMISSION AGENT
Canned Goods a Specialty
821 Pender St. W., Vancouver, B.C.

The CAMPBELL BROKERAGE CO.
Manufacturers' Agents and Commission Brokers.

We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.

857 Beatty Street . Vancouver B. C.

McCANN & LANGFORD
Winch Building Victoria, B.C.
Manufacturers' Agents and Commission Brokers.

We can give special attention to a few good agencies. Anything we handle we push
References: Bradstreets, Royal Bank, Union Bank.

The CHAMBERLAIN-DOWNEY
Company, Limited.
Wholesale Jobbers & Manufacturers' Agents.
Grocery, Confectionery and Tobacco Specialties. Correspondence solicited on Domestic and Foreign Lines.
TRACKAGE AND WAREHOUSE,
1214 Homer Street, Vancouver, B. C.

When writing advertisers, kindly mention having seen the ad. in this paper.

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references.
Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

Every Merchant who handles—

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you.
If you have a bad headache,
If you are feverish
If you cannot sleep well,
If you are nervous
If you have La Grippe
If you suffer from neuralgia
These powders are very good for children cutting their teeth
18 Powders for 25 cents
DIRECTIONS

knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. *Mathieu's Syrup of Tar and Cod Liver Oil is a specific in all forms of colds.*

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name .....
With (Name of firm) .....
Street .....
City or town .....Prov.....

Tartan BRAND

THE SIGN OF PURITY

COFFEE

GROWN, ROASTED AND BLENDED FOR GROCERS WHO VALUE SATISFIED CUSTOMERS

Royal Stewart — A blend of the highest grade to satisfy particular people. Retails at 45c.

Gordon — A blend of high grade Coffees, pleasant and satisfying. Retails at 40c.

Highland Lassie. — A blend of good Coffees to retail at 35c.

Rob Roy — Cheap in price but worthy in quality. To retail at 30c.

BALFOUR, SMYE & CO., Wholesale and Manufacturing Grocers **HAMILTON**

BUY

STAR BRAND

Cotton Clothes Lines

AND

Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers

SEE THAT YOU GET THEM

D. & J. McCALLUM

PERFECTION

SCOTCH WHISKEY

For distinct flavor (not smoky) McCallum's Perfection Scotch Whiskey has no rival. It is mellowed with age, and being widely known through our consumer advertising, is taking the highest place in the liquor world.

Wm. E. McIntyre, Limited

23 Water Street, St. John, N.B.

GENERAL AGENT

A Seasonable Line

OUR NEW

Sandwich and Salad Olive

all ready for the table

Pimento Stuffed
Celery Stuffed
Plain Pitted

in salad form

Ask your wholesaler for this 8 oz. bottle.
Retails at 25c.

Gorman, Eckert & Co.

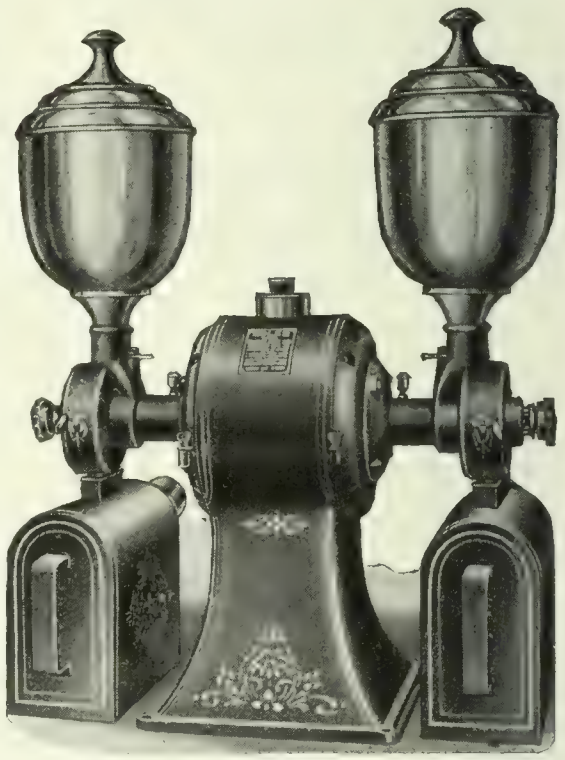
LONDON, ONTARIO

Western Selling Agents:
MASON & HICKEY, Winnipeg

More Than Ever in a Class by Itself

One of our 12 new models. Wouldn't it be a good idea then to look into the Coles? It ranks with the best and meets your price. 26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO.

1615 North 23rd St. **PHILA., PA.**

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

St. Lawrence Granulated

Now packed in three different sizes of grain

RED LABEL	BLUE LABEL	GREEN LABEL
Fine Grain	Medium Sized Grain	Coarse Grain

SYMINGTON'S COFFEE ESSENCE

is the standard of quality and excellence. There is no other Coffee Essence to equal it. Made by the most expert coffee-cooks who devote their whole time and attention to the manufacture of Coffee Essence. The demand—fostered by continuous up-to-date advertising—is constant, and discriminating housewives everywhere insist upon having the premier brand.

GET FULL PARTICULARS, SHOWCARDS AND PRICES TO-DAY.

Thos. Symington & Co., Edinburgh and London

AGENTS:— Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver—Messrs. Shallcross, Macaulay & Co.

Western Merchants:

We have appointed as our Western agents

Messrs. Orr & McLain

507 Confederation Life Bldg.

Winnipeg

They are carrying a complete stock of our extra high class

Red Rose Jellies

Red Rose Baking Powder

Red Rose Extracts, Etc.

Give Them a Welcome AND
A Trial Order
when they call. **We'll appreciate it.**

A. W. HUGMAN, LIMITED
MONTREAL

L. & B. BANNER BRAND
Jams and Jellies

will double your sales in a short time. They satisfy the customer because they have the rich flavor of the ripe luscious fruit fresh from the orchards.

They satisfy the dealer because they build up trade and pay a good profit.

LINDNERS LIMITED

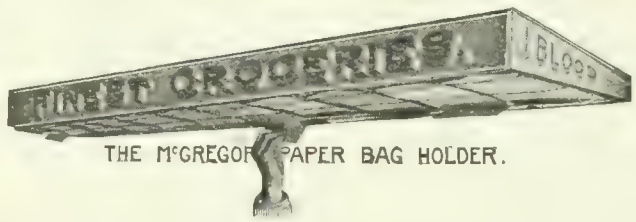
340 Dufferin St., TORONTO Phone Park 2985

REPRESENTATIVES
The Amos B. Gordon Co., Toronto
Watt, Scott & Goodacre, Montreal
H.D. Marshall, Ottawa, Ont.
C. A. Munroe, New Brunswick

W. H. Lyne Usher, Nova Scotia and Prince Edward Is.
H. Donkin & Co., Vancouver
Western Office at Winnipeg

Furuya & Nishimura

are daily receiving cable advices from their Shidzuoka Office concerning **NEW CROP JAPAN TEAS.** Quality and Prices are exceptionally favorable this year.



HOLDS EVERY SIZE BAG FROM ¼ TO 10 LBS.

hangs right above the counter ready for use. Saves time, space and waste in bags. **No hole punching** or any extra trouble whatsoever, simply lay the bags in their respective compartments. Quicker service a certainty. No up-to-date store should be without one.

Selling Agents for Canada:
KILGOUR BROS.
21-3 Wellington St. W., Toronto

O. P. McGREGOR
Patentee and Manufacturer
411 Spadina Ave., Toronto

A condensed ad. in this paper will bring results from all parts of Canada : : : :

Brand's Rolled Ox Tongues

Have attained their present wide sale because of their exceptionally high quality and tasty deliciousness.

Only the finest tongues are used, and the greatest care is exercised in every part of the process of preserving and packing them attractively in glass jars. They are splendid window and counter stock, their inviting appearance leading to steady sales.

Brand & Co., Ltd.

Purveyors to H.M. the Late King Edward VII.
MAYFAIR, LONDON, ENG.

NEWTON A. HILL, 25 Front St. E., TORONTO
H. HUBBARD, 27 Common St., MONTREAL
McLEOD & CLARKSON, VANCOUVER

We can Introduce your Products to the Grocers of Western Canada Quicker, Better and at Less Expense than You could with your own Travellers.

First of all, we are on the spot, know the field and the trade. Our head office is in Winnipeg,

The Distributing Centre For Western Canada

We have excellent storage accommodations at the principal wholesale centres in the provinces of Manitoba, Saskatchewan and Alberta, and our travelers are on the go all the year round, seeing dealers throughout the great wheat-growing country of Western Canada.

With such facilities we can easily introduce your Lines to the **Wholesale** and **Manufacturing** trade in **Manitoba, Saskatchewan** and **Alberta, quicker, better** and at **less expense** to **you,** than you could do it by sending travelers to cover the territory.

We are doing a big business—we are prepared to do a bigger one —**because we get results.**

We represent representative houses for direct shipment—also on consignment—**and arrange weekly pooled car accommodations** from **Winnipeg** to **all Points West.** Tell us about your line—and we will tell you just what we can do for you in Western Canada.

W. H. ESCOTT CO., LIMITED

Wholesale Grocery Brokers—Commission Merchants—Manufacturers' Agents and Warehousemen.

181-183 Bannatyne Ave., Winnipeg, Canada

Ha! Ha! Ha!

Brother Grocer, I have always been satisfied, since I commenced handling

Wagstaffe's Jams

Their Strawberry Jam is de luxe.

The Best Seller The Best Quality Best Value

The line of least resistance. Strawberry crop not half a crop.

Get Your Order in Early

Wagstaffe Limited - - Hamilton, Canada

Over Half a Million Pounds

or

A Ton and a Half a Day

is the increase alone in the sales of

"SALADA" TEA

For the first half of 1913, over the same period of 1912, actually a total increase of five hundred and seventeen thousand, six hundred and fifty-seven, (517,657) pounds. The detail which follows shows the persistent and steady growth which has marked the onward progress of "SALADA" Tea for the past twenty-one years. The inference is obvious.

Concentrate your energy on "SALADA," The "Trade Winner."

				Increase	Decrease
Week ending	Jan.	4th	1913, over same week in 1912		33,638 lbs.
"	"	11th	" " "	30,370 lbs.	
"	"	18th	" " "	21,234 "	
"	"	25th	" " "	35,553 "	
"	Feb.	1st	" " "		14,013 "
"	"	8th	" " "	49,735 "	
"	"	15th	" " "	14,655 "	
"	"	22nd	" " "	19,361 "	
"	Mar.	1st	" " "	38,019 "	
"	"	8th	" " "	7,375 "	
"	"	15th	" " "		7,938 "
"	"	22nd	" " "		14,111 "
"	"	29th	" " "	47,366 "	
"	Apr.	5th	" " "	38,803 "	
"	"	12th	" " "	26,915 "	
"	"	19th	" " "	622 "	
"	"	26th	" " "	72,982 "	
"	May	3rd	" " "		22,611 "
"	"	10th	" " "	16,830 "	
"	"	17th	" " "	4,267 "	
"	"	24th	" " "	66,292 "	
"	"	31st	" " "	13,495 "	
"	June	7th	" " "	38,100 "	
"	"	14th	" " "	6,959 "	
"	"	21st	" " "	30,929 "	
"	"	28th	" " "	30,106 "	

"SALADA"

LONDON, ENG. 41 Eastcheap | **BUFFALO** 11 Terrace | **NEW YORK** 198 W. Broadway | **TORONTO** 32 Yonge St. | **MONTREAL** St. Paul St. | **BOSTON** 34-35 S. Market St. | **CHICAGO** 361 N. River St. | **DETROIT** Shelby Block

Branches also in Pittsburg and Philadelphia.

One Quality Always and That the Best

Mustard, the staple condiment, to be good must be the Right Brand and properly prepared. Inferior quality materials are never used in the preparation of

COLMAN'S MUSTARD

OR

KEEN'S MUSTARD

IN SQUARE TINS

They are always uniform in quality and flavor and of superior strength. The trade demands the best; these brands supply it.

Magor, Son & Co., Limited

Agents for the Dominion of Canada

403 St. Paul Street, Montreal

Toronto Office, 30 Church Street

The Grocer on the 'Phone!

"Corn Starch, Madam — yes — BENSON'S, of course—it certainly is useful for lots of dishes —The Best? It has been the leader for over 50 years!

"STARCH FOR WASH DAY? SILVER GLOSS is the Home Laundering Starch, Madam — yes, it is easily soluble in hot or cold water — it comes in large crystal lumps.

"I'll send you BENSON'S and SILVER GLOSS, Madam— Thank you!"

THE CANADA STARCH CO., LIMITED

Manufacturers of the EDWARDSBURG BRANDS

Montreal Cardinal Toronto Brantford Vancouver

The seven cards here were made by O. E. Edwards, on the card-writing staff of the Robt. Simpson Co., Toronto.

Selling Camp Goods by Means of Show Cards

The central card here shown represents what is known as the half-size display card. It centres the attention of the passers-by and conveys the message very effectively. The sketchy camp design with the fishing rod adds an appropriate decorative touch which relieves the otherwise plain lettered card.

The headline or caption, is in itself catchy, mainly from the fact that almost every daily paper you pick up has something to say about the suffragettes and their method of avoiding retention in gaol (The Hunger Strike.)

The small tickets act as an auxiliary to the card and rivet the attention on the various articles and in some cases, where feasible, on the price of the articles. The work throughout was executed with various sizes of the Soennecken pen which is a broad pointed pen nib used by cardwriters for fast small lettering. The single stroke is used throughout except in the case of the large prices. These are outlined with the pen and filled in.

The only way to build up a good summer business is to keep hammering away at the selling of goods by every possible means. The value of the window display and of the newspaper advertisment have already been dealt with this month. This article deals with the power of show-cards used in conjunction with interior or window displays.

That the display card is read is proven by every merchant's own experience. Walk past a window in which is something printed on a card and you will always find yourself stopping to read it. These cards are undoubtedly read. The point in writing them therefore is to get them to produce results. One must have the strongest talking or appealing points so far as the goods on display are concerned. If so he is going to obtain results. Above are shown six cards, the centre one being of a general character. The others are for placing here and there on small displays of fruit, canned goods, bacon, etc., so as to attract attention to the various goods that are essential on a camping trip.

THE BATTLE OF THE PEA.

Is or is not the use of copper sulphate to impart to canned peas a shade that out-greens the simple and rustic pea of the pod injurious to the human consumer of the said peas. This battle which has waged fiercely betimes has broken out again as a consequence of a quotation in last week's Grocer from a supporter of the colorist faction. This week a champion of the modest and appetizing Canadian pea, unadorned, replies with the case for the no coloring matter side. The official view as represented by the law has declined to take positive ground but states that if you use copper sulphate or other coloring matter the fact must be so stated on the label.

Window Display Idea that Brought Results

Grocer's Clientele Includes Many Old Country People, So He Dresses Window With Old Country Goods—Proved to be Good Seller and Brought New Customers—Recommends it to Others—Some of His Opinions and Methods on Trade Building.

Ideas are profitable things to get into one's head. They do not come very frequently to us, but when they do arrive we ought to make the most of them.

Here is a case in point. J. F. Cryderman, a grocer at 763 Queen Street East, Toronto, recently got the idea into his head that, because there were considerable Old Countrymen residing in his district, a display of Old Country goods exclusively would get him some business. He was not positive, of course, but the idea was worth while putting into practice. He could not lose on it anyway.

So a few weeks ago he dressed one of his windows with those Old Country lines he carried in stock—English, Scotch and Irish branded goods. Among them were cocoa, coffee essence, Worcester sauce, custard powder, pickles, gravy salt, vinegar, olives, herring in tomato sauce, mustard, jams, syrup, tea and jelly powder.

Made List of Lines Carried.

"The first thing I did," stated Mr. Cryderman, "was to take a pad and make a list of all these goods I carried. Then I arranged my window and placed in it a few samples of each line.

"It has certainly been one of the best selling windows I ever had," he added. "You see, there are a large number of people around here from the Old Country, and it took their eye immediately. Groups of them stopped every day and every evening to look over the list. It was evidently like meeting old friends, judging from the way some of them expressed themselves. The window sold a lot of goods, and I should think it would be worth while trying wherever there is a predominant Old Country population.

"While the display was in, a great many people purchased goods shown, and, in fact, some have stated they would deal with me always."

Built in Stair Form.

The window was a simple one, in the form of a semi-circular stair. The goods were placed on the steps and on the floor below in an orderly manner, so that the labels could all be seen. A couple of manufacturers' display cards were used, together with a card reading: "Every article in this window comes from the Old Land."

Mr. Cryderman has been in business in Toronto for five years, prior to which time he was a farmer near Warkworth, Ont. He had to learn the business without being brought up in it. When he bought the business of his predecessor it was earning about $300 a week. Naturally a new man loses some trade, and for a long time the turnover hovered around $250. He stuck to the helm, however, and gradually built up his trade, until now it is some $30,000 a year, and gradually on the increase.

Value of Fair Dealing.

It is this contention that fair dealing—honest weight, a full measure and good goods—is one of the king pins towards building up business.

"But no matter how good the goods are," he added, "and no matter what inducements are offered to get the people into the store, you must deal fairly and squarely if you hope to retain their trade.

"Children must also be treated fairly and courteously. I believe that there is no better method of reaching the trade of the mother than through the heart of the children, and I have had many experiences in my short career that have convinced me most forcibly in this regard."

He maintains that the child is entitled to the same consideration, the same service, and the same courtesy as grown up folks, if one is to get the greatest advertising value from their calls at the store.

Not a Price Cutter.

Mr. Cryderman does not believe in cutting prices. He places a fair margin on his goods and sticks to prices. There is no stability to the price cutter, he maintains, and once he begins customers expect cuts every day. If price cutting is continued to any great extent, a man must either fail or make but slow progress.

PAID HIM TO LOSE MONEY.

"I have lost hundreds of dollars through recommending customers to take only best and freshest fruits, and to leave the poorer fruits alone," states C. N. Allen, retail fruiter and confectioner, Bloor Street, Toronto, "but I have no doubt that it has paid me through customers returning and buying even in larger quantities. Before pushing sales of any goods I always want the goods to please me first, and if once I have confidence in an article there is little trouble in selling it."

Following along this principle Mr. Allen carefully inspects every article before it is sent out. He claims that as his trade is almost all along specialty lines even greater care has to be taken to please than usual. For this reason he is careful to give only the best, or if he hasn't the best, to be perfectly frank about the goods in stock.

LEAKS IN CARTOON

The Observations of a Travelling Salesman

Cleanliness as an Asset—Comfort of Customers as a Trade Bringer—Eighteen Minutes to Get Two Bars of Soap—Eliminating the Waste Motion Leak.

Written for Canadian Grocer by a Traveler.

The traveling salesman, especially the grocery salesman who calls on his customers every week, is in a unique position to study different methods of doing business. He daily sees opportunities for sales development in retailing that are literally going begging, but once in a while his work takes him into the store of a wide-awake merchant.

It always gives me a keen sense of enjoyment to go into the well-kept and well-managed store. I feel at home there, for I am confident that I can sell that man when I show him his advantage in handling my goods. The up-to-date grocer is not altogether tied to the firm by the traveler's personality, but by the value given in the goods offered. And on this account the live grocery is the hardest man to sell, but the easiest to get at and interest. When you go into a run-down store the proprietor indifferently remarks that he buys all his goods from Blank Co., and refuses to even look at your samples; but the live merchant is looking for more business, and if you have the goods that will help him you sell him.

The greatest mistake a retailer makes is to treat the traveller discourteously and thus win their enmity. The traveller can often turn a good bargain your way, but he will never give this to the man that treats him shabbily, but will hold it for the man who has treated him as an equal.

Drawing Power of Cleanliness.

In looking for the secret of successful grocery retailing, I have been struck by the fact that fully 90 per cent. of the successful retail groceries are spotlessly clean. Cleanliness is a factor for success that should not be overlooked, for it is within the reach of every grocer, and is obtainable without any great financial outlay. In the race for commercial supremacy, the little touches that lend beauty and comfort to the retail store are often overlooked. The big departmental stores, however, give much time and thought to these things, and the beautiful rest rooms and decorations are features that bring many customers into these stores.

The retailer can carry out this same plan in a smaller way, and it will pay handsome returns for the time and trouble expended to beautify your store and make it a desirable place to shop.

The other day I went into a grocery store in Montreal and, while waiting to get an opportunity to talk to the proprietor, I strolled out into the meat department, which is at the rear of this store. Here I was forcibly struck with the cleanliness of this butcher shop and the absence of that peculiar odor so common to the average meat shop. The meat was displayed in clean silent salesman cases, and on each of these were potted flowers in full bloom, and which gave to the shop a delightful aroma and effectually killed the odor of the meat. The large refrigerator had a plate-glass front, and in the refrigerator were two electric lights, which showed up the meat to the best advantage, and which permitted the customers to see the entire contents of the refrigerator. This had the effect of making the butcher keep the refrigerator and store in a spotless condition.

"I really enjoy getting meat here, as I can relish it. I know it comes from a clean place."

The Cause of a Failure.

While standing there admiring the cleanliness of this shop I happened to overhear a customer remark to a friend as she was leaving the shop, "I really enjoy getting meat here, as I can relish it, as I know that it comes from a clean place." Right there is the secret of the success of this grocer who has built up a big business in a few months after his predecessor had failed. The cause of that failure was a dirty and untidy store.

Holding on to Customers.

There is another store, a fairly large grocery store, down in Quebec city, where the proprietor provides comfortable chairs for his customers. He, himself, is never busy, as he leaves the detail work to his assistants and devotes his time to getting the goodwill of his customers, with the result that he has rarely lost a customer from dissatisfaction, and over 75 per cent. of his customers have been trading with him for a number of years. This plan of chatting with your customers is a good one, as it will bring out any little trouble they may be harboring against you, and you have a chance to smooth it over before it gets too big and the customer so dissatisfied that she leaves.

Eliminating Waste Energy.

The grocer hears a lot about efficiency these days, and it is well that he should. It would be to his better interests to study the motions and energy expended in serving his customers. It would not be a wild guess to state the average grocer actually loses half his profits through inefficient methods of serving his customers. Just to illustrate this point I was in a large grocery store recently—a store that prides itself on its modern methods—and while waiting for the manager I noticed a lady giving an order for two bars of a popular laundry soap. Out of curiosity I timed the clerk. It took him exactly **18 minutes to get the soap**, and only 30 seconds to wrap it and take the money. As this clerk was paid $2 per day, it actually cost in wages alone 6 2-3 cents to sell two bars of soap, on which the profit was about 2½c.

Had the arrangement of the stock been made with an eye to efficiency in serving the public this brand of soap would have been nearer at hand, and the store would have made a substantial saving, as it was called for at least 50

(Continued on page 57.)

The CANADIAN GROCER

Established 1886.
Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

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Subscription: Canada, $2.00; United States, $2.50; Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, JULY 11, 1913

THE FOLLY OF LOOSE STATEMENTS.

It cannot be considered good policy to tell a customer that she cannot get a certain article in town just because you do not happen to have it in stock. The idea of course usually is to induce the customer to purchase something else. This may work successfully once or twice or it may work with some all the time, but one cannot fool all the people all the time. And it is not wise to attempt it.

The writer heard recently of a grocer who practiced this on one of his customers once or twice but was found out. She had inquired for strawberries one afternoon only to be told that there were none in stock and he was sure she could not get them in the town. But on going down the street she found plenty of berries. That was once she had caught him. On another occasion she asked for a certain flavored fancy biscuit. The grocer didn't have them. The biscuit firm was not making that kind any longer, he declared.

The woman happened to know perfectly well where a friend had purchased those biscuits the day before and was naturally somewhat wrathy. She challenged the dealer's statement and he made it worse by saying that that was what the firm had told him. That same dealer is now handling those biscuits but he has lost the confidence of his customer. Much of her purchasing is now done elsewhere.

It surely pays to make no statement to a customer that one cannot back up by facts.

MAKING AN HONEST SALE.

It is an old saying that "honesty is the best policy." Undoubtedly it holds good to-day as in the past.

So far as the grocery business is concerned, it is particularly applicable inasmuch as there are always so many avenues open for "putting one over" on the customer, to use a colloquial expression. This is probably more true in the fruit season that at any other time. Berries are sometimes sold—often unknowingly of course—when they are fast on the road to decay and no mention is made of the fact. This cannot be called good business even if the price is lowered.

A case in point recently occurred in a store at a time when a representative of this paper was present. The merchant had strawberries marked down considerably below the ruling price. A woman wanted some. A box or two was tipped to show that among the berries was some decaying fruit. "Now remember madam," said the grocer, "that is the reason I am offering them so cheaply."

He had acted most fairly in this transaction and left no loop-hole for criticism. The woman appreciated it and it is safe to say she will have greater confidence in that grocer in future.

Honesty is, beyond a doubt, the greatest business builder any business man can possess.

DISPLAYING FRUIT OUTSIDE.

"Unless we can get some more efficient justice, we shall discontinue prosecuting, and confiscate the fruit of offenders. Owing to the unsatisfactory method of treating delinquents, we have over a hundred cases now pending that we can't go on with."

The above was a recent statement made by the medical health officer of Toronto regarding the display of certain fruits outside stores. Dealers naturally like to push sales of fruit in hot weather as rapidly as possible, but with so much talk nowadays about cleanliness and sanitation it is just a question whether it is wise or not to show fruit that is open to taints from dust and dirt, in front of the store.

In fact the tendency among many good stores is otherwise. In Toronto, for instance, there is a law against it. No fruit liable to injury from dirt is allowed outside the door or window. Many are conforming to the regulations and claim they are quite proper. If everyone would do likewise, each merchant should get his just trade and the fruit business should not suffer much.

It must be remembered that cleanliness is one of the greatest factors in drawing trade and holding it to-day.

THE HALF-HOLIDAY QUESTION.

The weekly half-holiday problem during the summer months is one that is confronting the merchants in many places at the present time. There appears to be a great variance of opinion as to whether or not it is advisable to close the store for a half day each week during the summer months. In some towns, however, there does not appear to be very much objection to a weekly half-holiday and as a result the majority of the stores close, thus permitting employers and employees to spend the holiday as their tastes may dictate. In other places the half-holiday advocates appear to be in the minority and there is a distinct variance of opinion among the merchants. One of the first questions that every merchant, who has never tried the plan asks is, will it mean a loss of business. Some people advance the theory that, if all the merchants closed their place of business on a certain afternoon, people would be forced to do their purchasing on other days and there would be no loss of business.

Other merchants declare that this is not the case and that practically a half day's business is lost. One merchant says: "People's demands do not decrease because of the decrease in the time for purchasing, but nobody confines their purchasing to necessities. Thus even though purchasing every other day of the week some people would be buying merchandise on the half-holiday afternoon were the stores open, and in many cases this

trade is lost.'' Another view taken by some merchants is that, while the afternoon off may prove a loss in actual receipts, this is offset by an increase in sales during the other days due to better efficiency on the part of the clerks. Some believe that it is but fair to the clerks to grant the weekly half-holiday in view of the fact that many of them are forced to work Saturday nights when trade is the heaviest of any time in the week. One merchant in discussing the proposition said that fully 80% of the day's business is done in the afternoon and that, by closing during an afternoon, practically a whole day's business is lost. He suggested that instead of a weekly half-holiday, the merchants agree upon a plan of closing an hour earlier each afternoon. In some towns and cities, where the merchants could not agree on the subject, some of the larger merchants allow one-half of the staff to take an afternoon off each week. By doing this each clerk gets a half-holiday every two weeks and, needless to say, it is appreciated by the clerks.

CHANGE IN CARTAGE SYSTEM.

A spectacular fight is in the making to take place before the Dominion Railway Commission. The fight will be between the Boards of Trade of Eastern Canada with the Canadian Manufacturers' Associations of the same district, and the railways of Canada. The dispute has arisen because of the announcement of the railways that after October 1 the tariffs for cartage from freight sheds to warehouses, etc., will be cancelled.

This means that the manufacturers and merchants who receive freight coming under the cartage tolls will have to make their own arrangements to remove it from the railway sheds. About twenty points along the railways of Eastern Canada are affected, notably Toronto and Montreal.

The announcement has caused a great deal of discussion already in business circles. It is the sequence of a long period of friction over the freight relation between the manufacturers, merchants, etc., and the railways. The most serious part of it is that the business of Toronto, for instance, has been built up on the present method of delivering freight to the warehouses. The change will mean a complete reorganization of the distributing system of Toronto from a wholesale standpoint.

SOUTH AFRICAN GROWTH.

Canada is interested, as indeed all parts of the British Empire are, in the commercial rejuvenation of South Africa. When peace was declared eleven years ago, South Africa was in the desolated condition inevitable after a prolonged struggle. Farms had not been cultivated or had been laid waste, homes were dismantled or burned, the population had been depleted. The outlook, indeed, was not promising.

Since then, however, the growth of South Africa has been remarkable. The races have drawn closer together, dropping animosities, until to-day a singular condition of amity prevails throughout the colonies. The people have turned their attention to commerce and agriculture with a determined enterprise which has already effaced the traces of warfare and actually built up a most substantial increase in trade. This increase has been a sure evidence of the fact that prosperity is manifesting itself in unprecedented measure in South Africa. The buying power of the South Africans has increased 50 per cent. in five years. In 1907, the value of the merchandise imported into South Africa was under £24,000,000. Last year it reached the sum of £36,000,000. The largest share of the increase has been in ''articles for use in agriculture,'' showing that the attention of the people has been turned most closely to the tilling of the soil. In five years the increase in agricultural articles has been from £364,000 to £715,000—almost 100 per cent. In living animals, the imports rose from £61,000 to £162,000, or almost 170 per cent. A significant fact is the small advance in the importation of food and drink, which barely reached 7 per cent. This can be accepted as an evidence of prosperity, as it indicates that the industries have reached the stage where domestic supply can pretty nearly meet domestic demand.

In one respect, however, the South African people are failing to live up to their opportunities. Immigration is practically at a standstill. This may be credited to the fact that the African States have made absolutely no attempt to induce settlers to come there. In view of the activity of Canada, Australia and New Zealand in this regard, the apathy of the South Africans is hard to understand. It has meant that the advance in population has been slow, thus checking the possibilities of rapid development. Commenting on this matter, the Ironmonger says:—''Without a great increase of population, the forward march of industrial South Africa must be slow. No country can long continue to show great increases in its production of material wealth without a corresponding increase in population, and it is white human workers that South Africa chiefly needs. There is a straight path out of the present backwardness of South African land settlement if the Union Government will but follow it. Canada has shown the way and cut her path. The great North-West would not be filling up as it is doing if Canada had merely held the door open, instead of literally following the example of the man in the parable —and going out into the highways and byways and make them come in. Let South Africa go and do likewise.''

EDITORIAL NOTES.

It is easy to start things, the trouble is to get them finished.

* * *

Life is not so short but that there is always time enough for courtesy.

* * *

A dreamer is one who dreams and dreams; a doer is one who dreams and does.

* * *

Last Friday's rainfall in Ontario will mean thousands if not millions of dollars to the fruit and grain crops in Ontario.

* * *

Have you planned that summer window trim for Canadian Grocer's competition? A good display will boost sales and you may win one of the prizes.

WORTH MANY TIMES COST.

Editor Canadian Grocer.—We find The Canadian Grocer a great help in our business, and we would not like to be without it for many times the cost.

* * *

PROFITABLE TO HIM.

Editor Canadian Grocer.—I like The Canadian Grocer very much. Its advertising as well as its reading matter is very profitable to me.

Lord's Cove, N. B. D. F. LAMBERT.

Fictitious "Increases": Modern Appliances

A Thoughtful Letter Dealing With Increases in Turnover—It is Pointed Out That Turnover is Increased Greatly on Account of Advances in Price—But There Are Many Changes to Consider—Present Lines That Have Come in Market.

*By Henry Johnson Jr.

Here is a thoughtful letter:

Indiana, June 6, 1913.

Henry Johnson Jr.,

Care Canadian Grocer.

Dear Sir:—"I was very much interested in one of your recent articles in which you gave some figures regarding the increase in your business.

I have often wondered how other folks were doing in the same business in which I am engaged; but never ask, as it would seem improper; and, in the case of most of my competitors, I would not believe what they said anyway.

You show your business, or the turnover, has grown in the past years. This you show in the amount of cash which you receive for the goods sold. This you must remember:—A few years back you sold a sack of good flour for one dollar; to-day the same is $1.35 to $1.50. So you would have, say, forty per cent. more cash in your till to-day for the same number of sacks of flour as in the "former days." Same with bacon; I get 23c now for what I used to sell at 15c. And the same ratio will apply to a large number of things in our lines.

My turnover for the last five years has averaged $30,000 on a stock of $4,000 and fixtures, $1,200. This I consider pretty good. And yet what I do not like about it is that I do not have as much money at the end of the year as I ought.

But I have always made more than a living, and keep laying up a little in real estate and carry as much old-line insurance as I think I can afford. I haven't bought an auto yet, although my wife has the fever. What I want most is a power elevator, instead of the hand-power now in use, as we use the upstairs and basement so much that it takes lots of time and muscle to operate a hand machine.

We are in a rented building (rent $30.00) which is the best location in our little city, but it is only a fair building. What improvements there are I have put on at my own expense. The owner will not do much for me, neither will he sell the building so that I can do more with it. I still own the building I used to occupy in a small town, and get $22.50 for that. It is a better building than this one but not so good a town. I have a lease for a year from next fall, and am now considering a renewal for another five years, if I can get the place fixed up to suit me. I want to have the best store in the country and I'm going to have it. I have always been of the opinion that it pays to fix up in first class order. I read the description of your place with a great deal of interest, and hope to see it some time.

I believe I have about reached the limit here, and I consider myself doing pretty well to keep up to the present level.

Well, this epistle is not for publication, and I hadn't any idea of taking so much of your time when I began. I am still watching you in The Grocer.

Yours very truly,

M. F. H.

Notwithstanding which, I am using the letter—without the name—because it is such a good one. I have known the writer for many years and have come to regard him as a philosopher who knows his limitations, and the limitations of his field, and is therewith well content; and I am not by any means sure that I should wish him to change in any particular.

No Cause for Worry.

There he is, doing about $10 of business for every inhabitant a year and accumulating a little all the time. As things are now, his outgo is small and, even with unsatisfactory net earnings, he gets ahead a little every year—so why worry? Why fuss about having the best store in the country? Maybe there would be much disappointment if he should try to realize that ideal of his—"things are not always what they seem." One thing is certain: You can always BUY things. My suggestion is to go slow. Even if you get that building and feel that you can "fix it up," do not do too much fixing all at once but try out each new appliance by itself before you add another. Trouble with many things is that their real range of usefulness is limited, so that, even if they might be profitable appliances in a large business, they might be nearly useless, cost considered, in a small business.

The power elevator is something almost any man can use to advantage, for it is absolutely true that there is great waste of energy, and time and wear on the feelings about a hand elevator. What power to use is to be decided by local conditions. Some places it is water, though mostly electricity is the thing nowadays.

Margins of Profit Changed.

The analysis of the apparent growth of a business is good and shows analytical thought; but there are other things which have changed so much in the last fifteen or twenty years as to make up an actual increase in volume and gross margin.

When we sold flour at $1.00, we made 15c a bag on it—occasionally less. Selling it at $1.50, we make 30c to 35c. Thus margin has fully kept pace with increase in price. When we began to slice bacon, we sold it for 25c the pound, and it cost us 14c to 17c. Now that we sell it for 35c, the cost is 22c so the margin is just about in proportion.

New Lines in Recent Years.

But all along the line there is change. Twenty years ago a can of soup was a curiosity; to-day these goods, entire lines of them, are staple. Twenty years ago, a few people ate olives: a greatly smaller number knew anything about olive oil. You know how it is to-day. Look at the rise of the evaporated milk industry. Note the increase in the consumption of Roquefort and other fancy cheeses. Think of the growth of the fruit-eating habit; remember that it was only fifteen years ago, or thereabouts, that people generally began to eat fruit first thing in the morning. It is only 30 years ago since people began to realize that oranges were good for FOOD, not only as a tidbit.

Deplores Delivery Expense.

But there is one change which is not for the better and I am watching the probable outcome with intense interest. That is the change from a sane, fair, moderate delivery service to the present era of absolutely insane demand and equally crazy compliance in this connection. Why in the name of ordinary common sense should any customer anywhere ask for two deliveries daily? Where on earth is the reason that people living on the outskirts should expect the grocer to make two deliveries daily?

Not long ago one woman wanted to trade with me to a certain extent because of some special items I keep which she wanted. I told her that I could not undertake to deliver so far unless I had her entire account. She hesitated be-

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

cause, as she said, the local grocer would deliver five times daily! Another similarly located objected to my insistence that she be satisfied with three deliveries weekly, "it puts such a strain on the housekeeper!"

Innocent Suffer With Guilty.

When a woman makes you get back a box of berries and credit her account because the sun in this torrid weather has done its customary work, is it not apparent that the cost of such misnamed "service" is charged to consumers generally? Truly, like life insurance, the charge is distributed; but in this the innocent suffer with the guilty, for the gentle, considerate, reasonable customer must needs pay her proportion of the cost of those who lack all consideration, thoughtfulness and even ordinary reason and judgment.

No wonder there is the cry about the high cost of living; but the cause is not commonly found. It is the "cost of high living" with a vengeance—in the way of excessive, unreasonable, utterly wasteful service. An abuse of that character has only to go far enough to automatically call for correction; and to my mind the day is rapidly approaching when that kind of thing will be "cut out."

Who Pays the Advertising Agent?

Address by R. R. Shuman, of the Shuman-Booth Co., Chicago. Delivered Before the Trade and Technical Section of the Associated Advertising Clubs of America at Baltimore, June 10, 1913.

The advertising agencies of the United States have rendered an inestimable service to the advertisers of the country. They have proved themselves to be advance guards of trade and industry, bringing to the manufacturers and wholesale and retail merchants splendid ideas and promotion plans which have built fortunes for men who had the courage and far sight to adopt such plans, but they have always been placed in the unfortunate and unfair position of having to collect all or the major part of their remuneration from the publishers.

Getting Something for Nothing.

Short-sighted advertisers, thinking they were getting something for nothing, accepted that situation gleefully, and through the custom of years, the practice has become almost universal, carrying with it unfortunately abuses which have stood in the way of the real development of the art and the business of advertising.

It is said that in China the judges take their pay from the client whose favor they decide and that as a consequence the judicial decision goes to the client who offers the judge the largest fee.

It is said that there are some architects who look to the contractors and supply men for the major portion of their reward, charging a very nominal fee to the thickheaded client who thinks that he is getting something for nothing.

It is said that there are physicians who accept pay for specifying this or that brand of pill or powder, and others who collect fees from the local druggists to whom they send their patients with prescriptions.

The advertising agency acts as the advertiser's purchasing agent: In what other line is the purchasing agent permitted to collect fees from the people from whom he buys?

It is not necessary for me to say to you or to any man that such wrong practices do injury to the whole calling or profession in which they exist.

On the other hand, the fact that the advertising agencies in the main have had the courage to recommend media impartially with the ultimate end in view of giving that client the largest money value for the space bought, reflects credit upon the personal honesty of the men who control the agencies that are thus impartial.

Situation Aggravated in Trade and Technical Fields.

But there is another phase to the question, and that is, what kind of a deal does the advertiser get from any agency honest or dishonest, when it comes to placing contracts in the trade and technical press?

To begin with, no man can ask another to work for nothing, and to end with the stronger and better trade and technical journals have found it necessary to refuse to give commissions to advertising agencies.

Here is the same old story or what will happen when an irresistible force meets an immovable object—an impossible condition which results in innumerable ills, which are as lamentable as they are unnecessary. Two great forces, the advertising agency and the trade and technical publisher, instead of working in the same direction for the common good of the advertiser, meet with locked horns, while the innocent bystander, who has the money to spend, is deprived of the benefit which should come to him through the intelligent use of good copy in trade and technical media.

Low Rates a Barrier.

Even where publishers do offer commissions to agencies on business which those agencies create, the rates charged by this class of journals are so small that 10 or 15 per cent commission is wholly inadequate to cover the cost to that agency of writing the specialized copy that is necessary for the client in such media.

The result of this condition is that the larger agencies who employ high priced copy men ignore trade and technical journals altogether, whether they offer a commission or not, and that the smaller agencies who work on a cheap basis throw out of court all journals that offer no commission and sometimes cannot resist the temptation of giving preference to the journals, usually the weaker ones, which offer the highest commissions, in the hope of being able to make enough in the aggregate to pay them at least something on the deal.

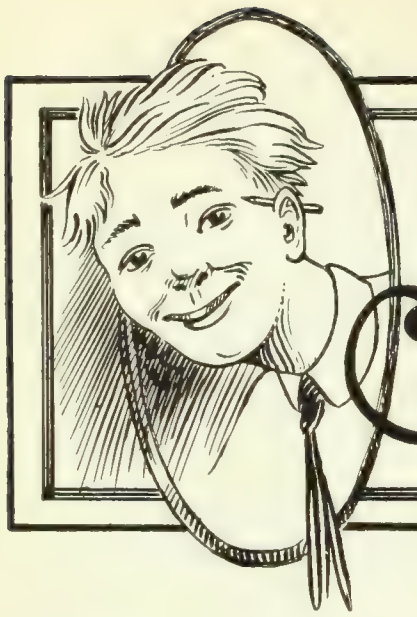
Injury to the Whole Field.

If the client happens to be ignorant of relative values of media, he soon discovers that his campaign is unproductive of results and condemns all trade and technical journals out of hand as being poor advertising media, and in reaching this conclusion he is given every possible help by every advertising agent with whom he talks.

Education Necessary.

There is only one way out of this difficulty, gentlemen, and that is an educational campaign which shall make it incontestably clear to every present and prospective buyer of space in trade and technical journals that if he wishes the services and advice of advertising agencies in the preparation of his copy or in the strategy of his campaign, he must expect to pay for it as he would for any other professional or business service rendered. To this end, in protection of the advertisers from their own mistaken folly of expecting to get something for nothing, I recommend that all the publishers of worthy trade and technical journals get together and agree absolutely to offer no commission to any agency whatever even when that agency apparently creates the business; but on the other hand, to make it known to the advertising world that they are willing and desirous of accepting business

(Continued on page 32)



THE JUNIOR CLERK'S PAGE

RICE FLOUR AND RICE PAPER.

The Cub Reporter,—Can you give me any information on "rice flour," how it is made and what it is for; also "rice paper?" We have a little argument on these two articles in our store.

Edmonton, Alta. CLERK.

Answer—Rice flour is rice ground very fine; much finer than ordinary "ground rice." Chiefly used in cookery, making cakes, puddings, gruel for children, but also in preparing baking powders, face powders, etc. Owing to the small quantity of gluten it contains it cannot be conveniently fermented and made into bread. Some women use it to dry clean lace window curtains.

Rice paper is a delicate and transparent kind of drawing paper, made by the Chinese, not from rice nor rice straw, as is often erroneously imagined, but from the pith of a plant. This plant grows wild and in great profusion in the Island of Formosa, as well as in China and Korea. The pith, carefully removed from the stem of the plant, is first cut spirally with a sharp knife, then unrolled, spread out, and pressed flat.

CLERKS MOVE FOR HALF HOLIDAY.

The retail clerks of Medicine Hat, Alta., have inaugurated a movement to secure a weekly half holiday, and the idea seems to be in general favorably received by both the merchants and the city authorities.

At a meeting held recently a committee, consisting of C. A. McDermitt, J. McKay, and S. Green, was appointed to push the matter.

They are taking up the question with the city fathers as well as with the employers and have interviewed Mayor Spencer and some of the aldermen relative to the passing of a by-law making the proposed half holiday obligatory. The members of the Council seen have promised to do all in their power for the clerks in the matter, and the legal aspects of the question, as to the power of the city to enact such a by-law, are to be looked up.

SATISFYING THE CUSTOMER.

"There isn't anything more satisfying," remarked a clerk recently, "than for a customer to receive her order complete, and just as she wants it. When taking an order from a customer and she inquires whether you have any nice oranges, lettuce, etc.—goods that are on the outside of counter—it is policy to take your order book and escort the customer to where the goods in question are, showing her the same and making any remarks or suggestions about the quality of the goods. You can often convince a customer to buy a better article—one that you know will give better satisfaction and show bigger profits.

"If a customer has any choice in your display of, say, green vegetables, and picks out her choice, the clerk should put it to one side and make sure the customer gets it. If you are at liberty when the customer is leaving the store go to the door, open it if necessary, and bid her a pleasant good day. It pays."

WHEN NUTMEGS ARE GOOD.

The pure food expert at a pure food show took up a nutmeg.

"Watch me jab this pin into the nutmeg here and there," he said. "Do you see how from each pin prick a little oil exudes? Well, that is a proof that the nutmeg is good. When a pin prick draws no oil from it it is a wooden nutmeg, nothing more.

"The nutmeg tree of Asia is seventy feet high. The fruit is like a pear. The flesh of the fruit is like candied citron, and its seeds, our nutmeg proper, are enveloped in a yellow rind that is our mace.

Nutmegs are dried for two months in a moderate heat. They are then sorted, and the small and broken ones are thrown into the press for the purpose of extracting their oil, the essential oil of nutmeg being a very costly article of commerce.

"The big, fine, choice nutmegs, if they are now put on the market, are all right; but, the oil being so costly, there is a way of extracting it without the use of the press. The fine, choice nutmeg is steeped in hot water and afterward coated with lime. Then, though all its oil and nearly all its flavor have departed, it looks O.K.

"It looks O.K., but it is a worthless wooden nutmeg, and if you grate it over anything you get no flavor, while if you stick a pin in it no oil exudes."

OBSERVATIONS BY THE CUB REPORTER.

The things that we know least about are often the things we have studied most.

* * *

"I don't think much of the man who is not wiser to-day than he was yesterday."—Abraham Lincoln.

* * *

Worry kills more people than work, because more people tackle it.

Turn failure into victory:
Don't let your courage fade;
And if you get a lemon,
Just make that lemon aid.

If a customer wants some cold ham, find out if he would not like to have it covered with a meat sauce.

A SPLENDID EDUCATION.

St. Thomas, Ont., June 30, 1913.

Canadian Grocer:

Dear Sir,—Having sold my grocery business to enter into the building business, and as in such an enterprise do not require the Canadian Grocer, I wish you would cancel my subscription at the expiration of time to which the enclosed $1.00 pays up to.

Should I decide to start in the grocery business again, about my first move would be to subscribe for your paper, as I have been most highly pleased with it and have found, it a splendid education in grocery lines.

Wishing you every success with your paper, I remain,

Yours truly,
L. O. PEARSON.

Western Conditions Encouraging

Distributors Confident of the Future as They Find Business Fundamentals Sound—Credits Are Being Worked Down to a Sound Basis.

Westerners are ever optimistic in regard to the future of Western Canada but when business gets slack it is Western Canada that first feels the stringency. It acts as a barometer of the trade conditions for the whole Dominion.

While trade in other countries is showing signs of "hard times" it is very pleasing to note that the conditions prevailing in Canada both in the Eastern and in the Western provinces does not give the pessimist much material to work on. Wholesalers and manufacturers and the trade in general find very little to complain about. The underlying conditions that influence trade and commerce are absolutely sound. The present conditions are merely a slowing up—an inventory of the world's business as it were.

What the wholesalers say:—

Last week Canadian Grocer published the views of a number of representative Eastern firms, on the half year's business and outlook for the balance of the year. The consensus of opinion was that business so far had been just as good as a year ago and with a satisfactory harvest a good fall might be anticipated.

The Western distributors whose letters are given below confirm this view and indicate a healthy tendency on the part of the retail trade to buy for immediate requirements only.

Meanwhile business in Canada goes along very satisfactorily. The volume transacted is possibly a little less than a year ago but this was to be expected in as much as last year was a "bumper year."

Messrs. Nicholson and Bain, wholesale commission merchants and brokers, with head offices at Winnipeg and branch offices throughout the West, write as follows:

"In the first six months of 1913 we have found in Winnipeg, our business larger than in the first six months of 1912. Our jobbing trade, while purchasing in smaller quantities, have purchased oftener than in the first six months of 1912, and we cannot make any complaint whatever on our business. Three of our branch houses in the West report the same. Two other branches have found business in their territory in the first six months of 1913 not as brisk as the first six months in 1912. At these two points we believe the same conditions will continue till the 1913 crop is practically saved.

We in Winnipeg, are satisfied that, the jobbers, up to about August 15th, will curtail their purchases and buy from hand to mouth. We are also satisfied, should the 1913 crop be saved, a very large business will be secured by us in the balance of the year.

We have no hesitancy in stating, we have every confidence in the wholesale grocery houses from the lake front to the Rocky Mountains. We believe they are on the right track—curtailing credits, and retailers are also on the right track not stocking up heavily. As far as payments are concerned, we have found our jobbers paying their accounts as freely as in the past years, and we judge, bankers are accommodating freely all first class jobbing houses looking for accommodation to finance their business from month to month. At the present, we believe credits are being worked down to a sound basis and if the 1913 crop is safely harvested, we are satisfied from, say September 1st to the close of 1913, a large and profitable business will be done by all wholesale grocers from the Lake front to the Rocky Mountains."

Campbell, Wilson & Strathdee, Ltd., wholesale grocers, Regina, Sask., with branches in the principal cities of the West report conditions thus:

Demand for staple lines of groceries has been brisk during the first half of this year notwithstanding the fact that a great many retail merchants were heavily stocked last fall. There has been fully as much new business as in past years and the usual number of changes in the personnel of the retail trade throughout the country. Business in the larger towns and cities has shown a marked imporvement since about the middle of April and is very good indeed at the present time. At the outlying points, where the bulk of the business is done with the farmers, trade is a little dull and only necessary staple lines are being asked. We expect this will continue to be the case until after harvest.

The financial conditions continue about the same. Collections show no improvement, and results of excessive credit giving in the past are being seriously felt in many cases.

Conditions in East Promising.

Senator E. D. Smith, of E. D. Smith & Son, Limited, Winona, Ont., who has just returned from a trip through the Maritime Provinces, writes:

"As for trade conditions I have found them very good in Ontario, Quebec and the Maritime Provinces, but conditions unsatisfactory in the West during the past six months. It is difficult to prognosticate the future, I see no reason why Ontario, Quebec and the Maritime Provinces should not continue at any rate fairly satisfactory. As for the West it will depend much, I should imagine, upon the harvest, a good harvest in the West will put things alright again and in any case trade will come down to its normal level. The Canadian people are not poor, they have good wages and are making good profits and will buy such goods as they need. Unfortunately during the past three years of inflammation a great many people have been buying more goods than they needed for the immediate future, they were loading up their shelves unnecessarily. Nevertheless, the people will still continue to consume the same quantity of food I presume as in the past. It is like a person who has eaten too much, the consequence is indigestion, a short period of rest however, from eating brings them around alright again, and that will be the way with trade in Canada.

MARITIME BOARD OF TRADE CONVENTION.

The annual meeting of the Maritime Board of Trade will begin this year on the third Wednesday of August—the twentieth. Newcastle, N.B., is the convention town and a large attendance from all over the Maritime Provinces is expected. The officers for this year are:

M. Lodge, Moncton, N.B., President; T. T. Higgs, Charlottetown, P.E.I., First Vice-President; J. Stanfield, M. P., Truro, N.S., Second Vice-President; T. Williams, P.O. Box 75, Moncton, N.B., Secretary-Treasurer.

Grocers' Letter Box

Editor Canadian Grocer.—Would you kindly inform us by return of mail the whereabouts of the wholesale houses for china, glassware, crockery, etc., in Toronto and oblige.

R. J. ———

Hamilton, Ont.

Editorial Note.—Among the Toronto wholesalers are British Canadian Crockery Co.; Gowans, Kent & Co.; Nerlich & Co.; Gundy-Clapperton Co.; Myatt, Son & Co.; and O. W. Clock & Co.

These items are from Canadian Grocer of July 14, 1893:—

"David Bell has bought out Aaron Childs, grocer, Yonge and Mary Streets, Toronto. Mr. Bell was formerly a clerk with Robert Barron."

Editorial Note.—Mr. Bell is still in the retail grocery business in Toronto although Mr. Barron has passed away, the Barron store is in business to-day.

* * *

"There was a better local demand for sugar in Montreal this week, but the movement in the aggregate is still rather slow despite the fact that the preserving season has induced more inquiry. We quote granulated steady at 5½c, and yellows 4½c to 5¼c, as to grade. There is nothing specially new in regard to the market for raw sugars."

Editorial Note.—Granulated on the Montreal market to-day is $4.30 per cwt., almost a dollar less than 20 years ago.

* * *

"The Toronto Retail Grocers' Association met Monday night in Oddfellows' Hall, and advanced arrangements for the annual excursion to be held August 2 at Niagara Falls via Niagara River Navigation Co.'s steamers and the electric railway. President Clark presided, and the attendance was representative."

Editorial Note.—This year the Toronto grocers hold their excursion to the same place but on July 16.

WHO PAYS THE ADVERTISING AGENT.

(Continued from page 29)

through advertising agencies and that by mutual agreement the advertiser must pay the agent for the services rendered by the agent.

Basis of Agency Recognition.

It is also possible and feasible for the publishers of the trade and technical journals in a spirit of protection to the advertisers, to adopt a standard of recognition of agents and to accept copy only from such agents as they have as a body agreed to recognize as being capable of handling trade and technical copy and capable of advising wisely manufacturer and merchant in his use of trade and technical journals as a wise and necessary link in his whole chain of publicity.

A Worthy Mission

The privilege of setting in motion a new force which shall put advertising on a basis of impartial honesty and shall forever free it from the stigma of being a hold-up game is now presented to the publishers of trade and technical journals.

As leaders in the mercantile and industrial world, as men whose influence with the captains of trade and industry is so inexpressibly great—you publishers have a duty to perform which you only can perform; and the new order of things which you can inaugurate as no one else can—the education of the advertising world to paying for what it gets to the man by whom the service is rendered—will be welcomed by no one more heartily than by every honest advertising agency in the United States.

The Advertiser the Greatest Gainer.

And the greatest benefit that will accrue will come to the advertiser himself; for after this new order of things is ushered in the unworthy journal will fall by the wayside, and by the great law of the survival of the fittest, each trade and each industry, each profesion and each calling will have back of it journals of consummate merit and will be freed from the incubus of the grafting and begging publication which has done so much hurt through the past fifty years to the reputation and good name and standing of journals which had rendered, as all good journals render, service far and beyond any compensation that they ever receive.

MAKING A STICKER MOVE.

"When a line of goods is not moving," states A. Coulbeck, grocer, Brantford, Ont., "there is something wrong somewhere. To remedy matters there is little use cutting prices for if an article is no good at its own price, it's no good at a cut price. Careful tab should be kept on all lines to see which is moving and which is not. When goods are found to be moving too slowly, our practice is to bring them down on to the counter and 'get after them.' Placed directly before customers, they may attract some attention; placed directly before a sales clerk, they are as a perpetual reminder that he has to make those goods go some way or other. By calling attention to them, explaining their uses where necessary, and, carefully recommending them to customers, it is surprising how rapidly that line moves out—all by a little special attention."

To E. NICHOLSON, senior partner of Nicholson & Bain, wholesale commission merchants, Winnipeg, Man. Mr. Nicholson's birthday falls on July 1 (Dominion Day). He was born at Ottawa, Ont., in 1866. He has been 16 years with the present firm and 14 years previously with Henderson & Bull and W. F. Henderson & Co., wholesale commission merchants, Winnipeg, now out of business.

* * *

T. T. J. McKEY, secretary-treasurer and manager of Connecticut Oyster Co., Toronto. He was born on July 2, 1876, at Westport, Ont. The Connecticut Oyster Co. was incorporated in August, 1907, at which time the business in Toronto was established. The first year he acted in the capacity of sales manager, but on the close of the season for 1907-08, took over the management.

* * *

To Mr. S. J. MATHEWSON, Mathewson Sons, Montreal. S. J. reached terra firma on July 3rd, 1861, so that he has more than completed the first two laps in the three score and ten. The same date constitutes his 29th wedding anniversary. Ten children congratulated him on July 3rd. We'll do it now.

* * *

To FRED T. SMYE, of Balfour, Smye & Co., wholesale grocers, Hamilton, Ont. Mr. Smye was born on the fourth of July, 1868 in Hamilton. He is now senior partner of the firm with which he has been connected for 17 years. Previous to that he was five years with Stuart, Harvey & Co., and five years with Alex. Harvey & Co. Mr. Smye is one of the most active members of the Wholesale Grocers' Guild and a firm believer in all association work.

To JAMES T. MADDEN, managing director of The Wm. Ryan Co., wholesale produce and provision dealers, Toronto. Mr. Madden was born on July 17, 1857, his birthplace being in Malta. He has been with The Wm. Ryan Co. since September 9, 1879, coming up through the stages of bookkeeper and general roustabout—as he himself would say—to his present position. For the past three years he has been chairman of the produce section of the Toronto Board of Trade and is the first chairman of the new Toronto Produce Exchange. His residence is in Oakville where he is the present Mayor, last year having been a councillor.

Current News of the Week

Quebec and Maritime Provinces.

G. Manforte, grocer, Montreal, sustained a fire loss recently.

Chas. Gravel, grocer, Les Chenaux, Que., has sold to Arthur Ferland.

Burden & True, general merchants, Woodstock, N.B., have dissolved.

St. John, N.B., July 5.—Fire after fire, evidently incendiary, has been worrying the police and fire departments, and last night one of the worst outbreaks occurred, causing some $25,000 loss to J. Harvey Brown's cornmeal mill in City Road.

D. W. Douglas, grocery traveller, formerly with Laporte, Martin, Limited, and latterly with Matthews-Laing Co., both of Montreal, P.Q., has recently joined the staff of Hudon Orsali, Montreal, and will cover for them his old territory in the Eastern Townships.

Possibilities of trade development between Canada and the British West Indies are discussed by the Canadian Trade Commissioner, E. H. Flood, in a report to the department at Ottawa. While it is yet too soon to prophesy as to the ultimate effect of the West Indies treaty, Mr. Flood thinks that with the new steamship service in operation business will be much increased. He emphasizes the need of Canadian firms sending direct representatives to the island in place of relying upon catalogues and correspondence. Imports from Canada to the islands last year totalled nearly $1,000,000, an increase of $350,000 in three years. The most noteworthy increase was in flour, of which the imports grew from $105,000 in 1909 to $200,000 in 1912.

Ontario.

Henry Clark, grocer, Toronto, has sold to Fraser & Rogers.

Carpenter, Limited, are starting new canning factory in Port Dover, Ont.

Chatham, Ont., grocers close their stores every Thursday afternoon during July and August.

Mr. John Diprose, London, has sold his No. 2 store, corner Dundas and Ridout Streets, to Messrs. Hoskin and Reynolds.

The Laurentia Milk Co., Toronto, are enlarging their factory at Caledonia, Ont. This firm now makes considerable butter in that factory.

Merchants of Galt, Ont., will picnic this year on July 24 to Grimsby Park. Committees have been appointed to carry out all arrangements and a large crowd is expected.

Hamilton, Toronto and Brantford grocers picnic on Wednesday next, July 16, at Niagara Falls. This promises to be the biggest grocers' outing in Canadian history.

Ottawa, July 10. — (Special)—An order-in-council has been passed providing that fruit importers in Canada when importing packages of fruit shall remove from such packages all grade markings found to be inconsistent with the brands required under the Canadian Inspection and Sale Act.

Leamington, June 30.—(Special.)—The crop of cherries is so abundant this year that it is almost impossible to find pickers enough to handle it. Growers in the highlands offer as high as $3 per day, with few takers. The crop cannot be successfully harvested even with the assistance of the robins, which are very numerous in the fruit belt this season.

After conducting a butcher shop at Wyoming, Ont., for about a year, John Wright has closed up his place. There has been trouble in obtaining a supply of ice, but the principal reason is said to be the fact that general stores in Wyoming carry a stock of sausage and cured meats. Country customers can usually supply their wants fully from the one store.

The Dominion Foods, Ltd., with a capital stock of $1,000,000, and with headquarters at St. Catharines, Ont., has been incorporated by letters patent. The company will carry on a general canning and provision business, with varied powers to amalgamate, lease, establish, etc. The incorporators of the new company are: William John Brigger, Charles Henry Brigger and James Charles Brigger, of Hamilton; Harry Southcott and Fred. Lowe, of St. Catharines.

London, Ont., has an ice problem this year. Many private consumers have been unable to obtain a supply at all this season, and the cause is ascribed to the board of health, which prohibited dealers from using certain areas for cutting last winter. A smaller supply was cut, a new schedule of prices put into force, and some dealers refused to take on new customers and even cut off some old.

"When I started in business my ice cost me $15 for the year," one grocer remarked the other day. "Now it runs over $100, which is a considerable item in the year's expense."

Mr. T. H. Estabrooks has just returned from a three months' trip abroad. He states he has had a very delightful as well as profitable trip. Mr. Estabrooks spent considerable of his time investigating new packing machinery for improvements and extensions he has in mind.

Western Canada.

J. B. Ward, St. James, Man., has sold to R. Lamontague.

Joseph Schill and Joseph Invens are opening the first grocery store in Tramping Lake, Sask.

J. F. Cairns' department store, Saskatoon, Sask., has now included a restaurant, which was recently opened.

A new plate-glass front is being installed in the general store of the Great Northern Lumber Co., Humboldt, Sask.

The Retail Merchants' Association at Calgary, Alta., will picnic on July 23. Ten thousand people are expected to attend.

Herbert, Sask.—The Royal elevtor was completely destroyed by fire. The loss is estimated at $5,000, partially covered by insurance.

A. F. MacLaren, of the Laurentia Milk Co., Toronto, is on a trip through Western Canada visiting the various branches of the firm, as well as Vancouver, B.C. He will return home about the end of the month.

A. P. Rose, representing Wm. Clark, of Montreal, covering Western Canada, from Port Arthur to Prince Rupert, met with an accident on his last trip to the coast. While getting off the boat at Vancouver from Prince Rupert, he slipped on the wet gang plank and broke a finger of his left hand. This delayed his return trip three weeks, but he is now all right again, and some time ago started East.

The Hudson Bay Co. will open their big store in Calgary, Alta., on August 18. The opening is expected to be marked by a fitting ceremony, the details of which have not yet been fully arranged. About three weeks' more work remains to be done on the interior, but the building is now sufficiently completed for inspection. The new store is said to be a fine one, and one of the largest department stores west of Toronto. It is 250 x 130 feet, and contains six storeys and a basement. The total cost has been $2,000,000.

Advance on Lobsters and French Peas

And Decline on California Asparagus—Lower Prices on Coffee Expected Within Two Months by Montreal Dealers—Sugar Situation Steady But Without Change—All Nuts Moving Upward.

QUEBEC MARKETS.

POINTERS—

Sugar.—Steady.
Molasses.—Demand active.
Canned Lobsters.—Advance.
California Asparagus.—3 per cent. lower than last year's opening prices.
French Peas.—Up 50c per case.
Coffee.—Lower prices predicted.
Nuts.—Advancing.

Montreal, July 8.—Wholesalers here for the most part are doing the ordinary July business. But as a lot of articles, sugar or canned tomatoes, for example, are selling at a much lower figure than year ago more goods have to be sold in order to maintain the same volume of business and to realize the same profits.

Locally, payments are being fairly well met. The man who has turned his money into business channels which avoided speculation, has still sufficient to meet all requirements, but otherwise is inclined to cause more paper to circulate.

This week one local firm reports an order for 400 gross of jelly powder, in value $3,000. This, they state, is the largest order for jelly powder ever taken in the West.

SUGAR.—At present, owing to heavy consumptive demand there is quite a fair amount of business being done, but mainly in hand to mouth manner. Country is fairly lightly stocked, and general feeling is that amongst the refiners stocks in a good many lines are now getting down to a more workable basis. There is still some surplus in a few lines however, as a result of overstocking, but now the effect of heavier consumption and more careful buying are being felt and bringing stocks down.

Latest reports from Germany speak of weather conditions being quite favorable to new crops, so that the bumper crop heretofore predicted is still expected. What effect this further outbreak of war will have on the situation is doubtful, but undoubtedly it will have some bearing.

New York has shown some fluctuations in raws and reached a price of $3.48 on Monday, a decline of 3 cents.

In spite of all other factors there is still the fact that sugar is now pretty well down to the cost of production, and any change taking place would naturally be an advance. The situation, however, is a difficult one and requires watching.

Granulated, bags	4 30
Granulated, 20-lb. bags	4 40
Granulated, 5-lb. cartons	4 60

MARKETS IN BRIEF

QUEBEC.

PRODUCE AND PROVISIONS—
- Pure Lard—Down 1 cent.
- Compound Lard—Up ½ cent.
- Butter—Market uncertain.
- Cheese—Firm feeling prevails still and should hold till September.

FISH AND OYSTERS—
- Gaspe salmon moving freely.
- Large stocks of halibut in storage.

FRUIT AND VEGETABLES—
- Staple lines moving upward.
- Potato situation doubtful.
- California and Canadian fruits make biggest features.

FLOUR AND CEREALS—
- Mill feeds all advance $1.
- Rolled oats show greater firmness.
- Flour situation holds firm and steady.

GENERAL—
- California asparagus opens lower.
- Advance noted in canned lobsters.
- French peas up 50 cents per case.
- Nuts all advancing.
- Lower prices expected on coffee.

ONTARIO.

PRODUCE AND PROVISIONS—
- Pure Lard—Firm.
- Butter—Weakening.
- Eggs—Weaker owing to increase in percentages of No. 2 eggs.
- Cheese—Steady.

FISH AND OYSTERS—
- Lake fish in good demand.
- Brook trout practically off market.
- Heavy stocks of frozen fish.
- Prices on all lines unchanged.

FRUIT AND VEGETABLES—
- Lemons—Market in sold out condition. Higher prices anticipated.
- Oranges—Inclined to go higher.
- California fruit arriving in good shape, with prices steady on all lines but peaches, which are lower .
- Raspberries in good supply, selling at 18-20c per quart.
- Potatoes lower owing to heavy receipts.
- Beans and peas lower, arriving now in 11-qt. baskets.

FLOUR AND CEREALS—
- Mill feeds—Advance of $1 per ton on bran and shorts.
- Rolled oats—Steady, with an advance anticipated.
- Flour—Premium being paid for stocks of winter wheat.

GENERAL—
- Sugar—Firm tone to market. Primary markets advancing.
- California fruits—Crop estimates predict a shortage in pack.
- Raisins—California firm. Valencias lower.

Granulated, 2-lb. cartons, per cwt.	4 60
Granulated, Imperial	4 15
Granulated, Beaver	4 15
Paris lumps, boxes 100 lbs.	5 05
Paris lumps, boxes 50 lbs.	5 15
Paris lumps, boxes 25 lbs.	5 35
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 10
Crystal diamonds, 100-lb. boxes	5 25
Crystal diamonds, 50-lb. boxes	5 35
Crystal diamonds, 5-lb. cartons	6 20
Crystal diamonds, Dominoes, cartons	7 00
Extra ground, bbls.	4 70
Extra ground, 50-lb. boxes	4 90
Extra ground, 25-lb. boxes	5 10
Powdered, bbls.	4 50
Powdered, 50-lb. boxes	4 70
Powdered, 25-lb. boxes	4 90
Phoenix	4 30
Bright coffee	4 45
No. 3 yellow	4 35
No. 2 yellow	4 25
No. 1 yellow	3 95

Bbls. granulated and yellow may be had at 5c above bag prices.

MOLASSES.—This week sales have been made to the wholesaler at a nominal price of 34 cents. Some transactions have been put through at a lower figure but not for shipments direct from Barbados. Some complaints have been made as to the quality of choice being offered but this is owing to a different method being adopted whereby a greater amount of sugar is produced.

	Fancy per gal.	Choice.
Puncheons	36	35
Barrels	39	38
Half Barrels	41	40

For Island of Barbadoes molasses in Montreal. Combined Territories.

	Fancy	Choice	Fancy	Choice
Puncheons	0 41	0 39	0 39	0 37
Barrels	0 44	0 42	0 42	0 40
Half barrels	0 46	0 44	0 44	0 42

Carload lots of 20 puncheons or its equivalent in barrels or half barrels to one buyer may be sold at "open prices." No discounts will be given.

Antigua	0 32	0 33
Corn syrups, bbls.	....	0 03¼
Corn syrups, half-barrels	....	0 03½
Corn syrups, quarter-barrels	....	0 03¾
Corn syrups, 38½-lb pails	....	1 75
Corn syrups, 25-lb. pails	....	1 25
Cases, 2-lb. tins, 2 doz. per case	....	2 40

DRIED FRUITS.—Owing to prospects for new crop of apples being none to heavy, evaporated apples have taken on a much firmer feeling this week and are liable to advance at any time.

A strong undercurrent of opinion prevails to the effect that prices on California fruits will be much higher this season than in past season for the reason that growers are insisting on getting proper returns from their investments. To this end they are looking after the marketing of all fruits themselves, and though details have not been worked out, prospects are for higher levels on all lines.

Raisins—		
Choice seeded raisins	....	0 07½
Choice fancy seeded, 1-lb. pkgs.	....	0 08
Choice loose muscatels, 2 crown, per lb.	....	0 05½
Choice loose muscatels, 3-crown, lb.	....	0 06¾
Choice loose muscatels, 4-crown, per lb.	....	0 07½
Seedless, new, in packages, 12 oz.	0 07	0 07½
Seedless raisins, new 16 oz. pkgs.	0 08	0 08½
Select raisins, 7-lb. box, per lb.	....	0 07
Sultana raisins, loose, per lb.	0 08	0 10
Sultana raisins, 1 lb. cartons	0 09	0 11
Malaga table raisins, 3-crown, lb.	....	2 50
Malaga table raisins, 4-crown, lb.	....	3 40
Malaga table raisins, 5-crown, lb.	....	4 00
Malaga table raisins, 6-crown, lb.	....	5 20
Malaga table raisins, 7-crown, lb.	....	5 50
Malaga table raisins clusters, per ¼ box	0 75	1 25
Valencia, fine, off stalk, per lb.	0 06½	0 07
Valencia, select, per lb.	0 07	0 07½
Valencia, 4-crown layers, per lb.	....	0 08
Evaporated apricots	0 14½	0 15
Evaporated apples	....	0 06½
Evaporated peaches	0 09¼	0 10
Evaporated pears	0 12½	0 14
Currants, fine filiatras, per lb., cleaned	0 06½	0 07
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 07¾	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	0 06¾	0 07½
Dates, Hallowee, loose	....	0 05
Fards	....	0 11
Figs, 3 crown	....	0 10½
Figs, 4 crown	0 10¾	0 11
Figs, 5 crown	0 11¾	0 12
Figs, 6 crown	0 12½	0 13½
Figs, 7 crown	0 13½	0 14
Figs, 9 crown	0 14½	0 15
Comadre figs, about 33-lb. mats.	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½

Glove boxes, 10-oz., per box	0 07½	0 08
Prunes—		
20-30	....	0 12
30-40	0 11	0 12
40-50	....	0 09½
50-60	....	0 08½
60-70	....	0 07½
70-80	....	0 07
80-90	....	0 06½
90-100	....	0 06
Bosnia prunes	0 07	0 08
Cases, 5-lb. tins, 1 doz. per case	....	2 75
Cases, 10-lb. tins, ½ doz. per case	....	2 65
Cases, 20-lb. tins, ¼ doz. per case	....	2 60
Pure maple syrup, in 8½ lb. tins		0 75
Pure maple syrup, in 15-gal. kegs, 8c per lb., or, per gallon		1 00
Pure maple sugar	0 10	0 11

TEAS.—Japan tea continues to hold firm for desirable leaf and will continue to hold firm for third crop teas. What the fourth crop will bring forward, however, will depend altogther on the season.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 20	0 25
Common	0 18	0 20
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Spanish No. 1	....	0 12¼
Virginia No. 1	....	0 13¼
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey, gunpowder, pinhead	0 30	0 50

COFFEE.—Coffee this week remains at last week's level, but a general feeling prevails amongst the trade that lower prices are to rule, and that these will be put into force within the next couple of months. Further developments are anxiously expected.

Mocha	0 28	0 29
Rio	0 19½	0 21½
Mexican	0 25	0 28
Santos	0 21½	0 23½
Maracaibo	0 22½	0 24½
Javas	0 30	0 40

SPICES.—Peppers continue to hold firm but with rather a larger quantity of blacks offering, there has been a slight let-up on primary markets. This has not yet been great enough, however, to cause any change in local situation.

Cream of tartar, too, tends rather towards easiness, but not to any marked extent.

Allspice	0 13	0 18
Cinnamon, whole	0 18	0 20
Cinnamon, ground	0 16	0 20
Caraway seed	....	0 12
Batavia cinnamon	0 25	0 30
Cloves, whole	....	0 28
Cloves, ground	0 24	0 35
Cream of tartar	0 25	0 32
Ginger, Cochin	0 17	0 20
Ginger, Jamaica	0 20	0 25
Ginger, Jamaica, whole	0 17	0 20
Mace	....	0 75
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 27½	0 30
Peppers, white, whole	0 25	0 27
Pepper, black, whole	0 15	0 17
Pimento	0 15	0 17

RICE AND TAPIOCA.—Tapioca, if anything, shows rather an easier tendency this week but with no change on local market. Rice continues to hold firm, and on primary markets is showing greater activity so that present prices are likely to be firmly maintained.

Rangoons—		
Rice, grade B, bags 250 lbs.	....	3 35
Rice, grade B, bags 100 lbs.	....	3 35
Rice, grade B, bags 50 lbs.	....	3 35
Rice, grade B, pockets 25 lbs.	....	3 45
Rice, grade B, ½ pockets, 12½ lbs.	....	3 55
Rice, grade C.C., bags 250 lbs.	....	3 25
Rice, grade C.C., bags 100 lbs.	....	3 25
Rice, grade C.C., bags 50 lbs.	....	3 25
Rice, grade C.C., pockets 25 lbs.	....	3 35
Rice, grade C.C., ½ pockets, 12½ lbs.	....	3 45
India bright, 250 lb. bags	....	3 50
Lustre, loose, 250 lb. bags	....	3 60
Patna, polished	....	4 40
Finest imported Patna, 224 lb. bags	....	5 37½
Finest imported Patna, 112 lb. bags, bag	....	5 50
Finest imported Patna, 56 lb. bags	....	5 62½
Pearl	....	4 60
Sparkle	....	5 10
Crystal	....	5 10
Snow	....	5 30
Imperial Glace	....	4 90
Ice Dips	....	5 45
Canadian Caroline rice	....	7 10
Imported Caroline rice, hand picked	....	9 00
Imported Caroline rice, fancy	....	8 00
Brown sago, lb.	0 04½	0 05½
Tapioca, medium, pearl, lb.	0 05¼	0 06
Seed, lb.	0 05	0 06

NUTS.—Owing to reports received from Spain commenting upon the unfavorable crops of Valencia almonds, Valencia shelled have this week advanced to 37½ and 39 cents, according to quality. Peanuts and shelled walnuts are also on the upward trend, the former having advanced this week ½ cent, and the latter 1 cent per pound. All nuts are moving upward so that higher prices all round are expected to prevail.

Latest report from Italy states that almond crop is practically nil, and prices prohibitive. The year appears entirely Spanish as neither Italy nor France have anything to offer. Sicily filberts are in abundant supply and the new crrop now estimated at much more than 100,000 bags.

In shell—		
Brazils	0 19	0 20
Filberts, Sicily, per lb.	0 12½	0 13
Filberts, Barcelona, per lb.	0 11	0 13
Tarragona Almonds, per lb.	0 16	0 16½
Walnuts, Myette Grenobles, per lb.	0 15	0 16
Walnuts, Marbots, per lb.	0 12½	0 13½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 3 crown, selected, per lb.	0 37½	0 39
Almonds (in bags), standards, lb.	0 32	0 33
Peanuts—		
Japanese roasted	....	0 08¾
Coon, roasted	....	0 08¾
Diamond G, roasted	....	0 09¼
Bon Ton, roasted	0 11½	0 12½
Sun, roasted	0 10	0 12
Pecans, jumbo	0 18	0 20
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux, halves, bright	0 28	0 29
Broken	0 27	0 28

ONTARIO MARKETS.

POINTERS:—

Sugar—Market strong.

Mustard—1c per pound higher.

Coffees—Unchanged.

Canned Goods—Price on jams announced.

Nuts—Very firm.

Trade—Good.

Toronto, July 10.—The street this week is quite busy, and wholesalers report a good volume of business. Prices on the other hand seem to keep quite steady, and very few changes have been made during the past week. The primary markets are quite strong on nearly all staple lines.

The warm weather has stimulated business in summer drinks. Lemonade powders, carbonated drinks, lime juice, etc., are in good demand, both with the wholesaler and with the retailer, judging from the large number of repeat orders received.

SUGAR.—The price of extra granulated remains firm at $4.40 in Toronto and $4.41 in Hamilton. The buying is [illegible] to the large amount consumed in preserving fruit. The demand seems to be general from all parts of the country. The buying does not appear to be for speculation, but for immediate needs, and is still of the hand-to-mouth variety, only on a larger scale than formerly.

The Barbadoes raw sugar market advanced 15c this morning, and, while it does not directly affect this market, it has a tendency to strengthen the situation. The New York market on refined has been advancing steadily, but, as the local market did not follow the declines in the primary markets some time ago, they are still above parity with New York, and until prices on that market advance to the comparative level of the local market it will not have the effect of advancing prices. However, as the local market has a habit of acting independent of other markets, it is hard to predict the exact course it will take. It is quite certain, however, that lower prices will not prevail until after the canning season is over, although the heavy stocks now carried by refiners may become embarrassing in view of tighter money.

Extra granulated, bags	4 40
Extra granulated, 20-lb. bags	4 50
Extra granulated, 5-lb. cartons	4 70
Extra granulated, 2-lb. cartons	4 70
Second grade granulated	4 25
Yellow, bags	4 00
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	4 80
Extra ground, 50-lb. boxes	5 00
Extra ground, 25-lb. boxes	5 20
Powdered, bbls.	4 60
Powdered, 25-lb. boxes	5 00
Powdered, 50-lb. boxes	4 80
Crystal diamonds, 5 lb. boxes	7 10
Crystal Dominoes, 5 lb. boxes	7 20
Paris lumps, in 100-lb. boxes	5 15
Paris lumps, in 50-lb. boxes	5 25
Paris lumps, in 25-lb. boxes	5 45
Paris lumps, cartons, 20 to case	0 35

MOLASSES AND SYRUP.—There is nothing to report in the molasses market except that the demand is increasing owing to the stronger tone given molasses by the recent developments in sugar. The advance of 15c in the Barbadoes raw sugar market will have the tendency to keep firm prices in Barbadoes molasses.

The syrup market is quiet owing to the arrival of new honey, which has captured the public's fancy for the time being.

		Per case.
Syrups—		
2 lb. tins, 2 doz. in case		2 40
5 lb. tins, 1 doz. in case		2 75
10 lb. tins, ½ doz. in case		2 65
20 lb. tins, ¼ doz. in case		2 60
Barrels, per lb.		0 03¼
Half barrels, lb.		0 03½
Quarter barrels, lb.		0 03¾
Pails, 38½ lbs. each		1 75
Pails, 25 lbs. each		1 25
Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50
Maple Syrup—Compound—		
Gallons, 6 to case		4 80
½ gals., 12 to case		5 40
¼ gals., 24 to case	4 80	5 40
Pints, 24 to case	2 70	3 00
Maple Syrup—Pure—		
5 gallon cans, 1 to case	....	1 25
Gallons, 6 to case	6 60	8 00
½ gallons, 12 to case		7 25
Quarts, 24 to case	7 25	8 40
Pints, 24 to case	....	4 70
Maple Sugar—		
Pure, per lb.	0 14	0 15

Maple Cream Sugar—		
24 twin bars	..	60
40 and 48 twin bars	....	3 00
Maple butter, lb. tins, dozen	....	1 90

NUTS.—The feature of the grocery market is the steady advance in nuts. Prices for the new crop will be higher all round than last year, shelled almonds showing the greatest advance.

	Per lb.	
In shell—		
Almonds, Formigetta	0 15	0 16
Almonds, Tarragona	....	0 17
Brazils	....	0 15
Filberts, Sicily	....	0 10
Filberts, Barcelona	....	0 09½
Peanuts, green, per lb.	0 10	0 10½
Peanuts, roasted	0 12	0 14
Pecans	0 18	0 20
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Grenoble	0 16	0 16½
Walnuts, Marbots	0 14	0 15
Walnuts, Cornes	0 13	0 14
Shelled—		
Almonds	....	0 40
Filberts	....	0 27
Peanuts	0 09	0 10
Pecans	....	0 75
Walnuts, new	0 30	0 32

RICE AND TAPIOCA.—Rice is devoid of interesting features this week, as prices are unchanged under a steady demand. The primary markets are very firm on Patna, and an advance is predicted in some quarters. Tapioca is steady in price, but meeting with erratic buying. Sago is in fair demand, with prices unchanged.

	Per lb.	
Rice—		
Rangoon, per lb.	0 03½	0 04
Rangoon, fancy, per lb.	....	0 05½
Patna, per lb.	0 05½	0 06½
Japan, per lb.	0 05½	0 08
Java, per lb.	0 06½	0 07
Carolina, per lb.	0 08	0 10
Sago—		
Brown, per lb.	0 05	0 05½
White, per lb.	....	0 05½
Tapioca—		
Bullet, double goat	....	0 09½
Medium pearl	....	0 05
Seed pearl	....	0 05½
Flake	....	0 09½

SPICES.—The only feature of the spice market this week is the advance of 1c per pound in the price of "Keens" and "Coleman's" mustard. Other mustards remain the same as before. Pickling spices are higher this year owing to the advance which went into effect some time ago.

Whole spices are selling better now and there is quite a demand for stick cinnamon.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 95	..—1 08
Cream tartar	30—31	.....	.....
Curry powder	..—35	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	19—22	67—0 75	80—0 90
Peppers, white	27—29	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Cardamon seed, per lb., in bulk	2 25	1 80
Cinnamon, Ceylon, per lb.	....	0 50
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 60	0 70
Shredded cocoanut, in pails	0 17	0 20

COFFEE.—The coffee market is quiet and uninteresting. No new developments have taken place during the past week. Prices are steady and the undertone is a little firmer. The demand is fair but not of sufficient volume to influence prices upwards.

Coffee, Roasted—		
Bogotas	0 27	0 28
Guatemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 35
Maricaibo	0 25	0 26
Mocha	0 30	0 32
Rio	0 19	0 21
Santos	0 23	0 25
Chicory, per lb.	0 11	0 13

DRIED FRUITS.—Advices have just come to hand of the organization of The Associated Raisin Company, which has an authorized capital of $1,000,000 and has obtained control of approximately 90 per cent. of the raisin acreage in California. As this is an organization of producers it has the effect of reversing the usual order of trade conditions. Formerly it was the distributors and packers who made the price, but this year it will be the new organization of producers. Judging from the fact that this organization controls the production and are now guaranteeing prices on old stocks against decline. This is a new departure and augurs that the opening prices on the new pack will be higher than for the old pack. The estimate of the new pack of raisins is 85 per cent. of last year's.

The estimate for the new crop of apricots is 40 to 50 per cent. of last year's and higher prices are predicted. Peaches are estimated to be 70 per cent. of last year's while prunes will be about 50 per cent. These estimates are liable to be greatly reduced by unfavorable weather conditions and it is hardly likely that the production will exceed these figures. Valencia raisins on the other hand are weaker and lower prices are anticipated.

Apples, evaporated, per lb.	0 06½	0 07
Apricots—		
Standard, 25-lb. boxes	....	0 14
Choice, 25-lb. boxes	....	0 16
Fancy	0 18	0 22
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Currants—		
Filiatras, per lb.	....	0 07
Amalas, choicest, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Vostizzas, choice	....	0 10
Vostizzas, shade dried,	0 10½	0 11
Cleaned, ¼ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½
Figs—		
Natural figs, in bags, lb.	0 05	0 07
Comadre figs, in taps, per lb.	0 04	0 04½
Eleme figs, in boxes, according to size, lb.	0 08½	0 15
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 11	0 12½
Choice, 50-lb. boxes	0 07½	0 08
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 12½	0 13¼
40 to 50, in 25-lb. boxes, faced	....	0 11¼
50 to 60, in 25-lb. boxes, faced	....	0 09
60 to 70, in 25-lb. boxes, faced	....	0 07½
70 to 80, in 25-lb. boxes, faced	....	0 07
80 to 90, in 25-lb. boxes, faced	....	0 06½
90 to 100, in 25-lb. boxes, faced	....	0 06
Same fruit in 50-lb. boxes, unfaced, ½c less.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, old stock	0 07½	0 08
Seeded, fancy, 1 lb. packets	....	0 08
Seeded, choice, 1 lb. packets	0 06¾	0 07

TEA.—The local market for teas shows a steady increase in the volume of business transacted and prices remain firm. The Colombo market has advanced slightly during the past week but not sufficient to influence the market here.

BEANS.—Prices are again inclined to be easier, but show such a range, according to samples, that no one price can be quoted. Even H.P. fail to show uniform quality, and much has to be judged by color.

Beans, Canadian, H.P., per bus.	2 00	2 25
Beans, Canadian, cheaper grades	1 80	2 00
Austrian pea beans, H.P.	2 75	2 85

CANNED GOODS.

Montreal, July 8.—Opening prices on lobsters this year show another marked advance. Prices now quoted on 1 lb. tins are $6.10 to $6.20 per dozen, which makes a price of over 50 cents per lb. From year to year quotations on these are steadily advancing, so that now they have come to be classed as a luxury rather than a necessity.

New pack California asparagus this year shows a decline of about 3 per cent. from last year's figures. Mammoth white 2½ lb. squares are now quoted at $3.35 per dozen, whereas $3.50 was the price asked year ago.

French peas to arrive show an advance of 50 cents per case owing to short crops at growing centres. Prices range from $11.75 to $17.50 according to size and quality.

Gallon apples are said to be in very short supply. Report has it that canners are sold completely right up to new crop, and that further stocks are practically unobtainable.

Toronto, July 9.—The prices on the new pack of strawberry jam has been announced. Some makers are quoting $2.25 while others are asking $2.20. Raspberry jam is quoted at $1.90.

The stocks of 1912 pack will be pretty well cleaned up with the exception of peas of which both the packers and jobbers have heavy stocks and it is reported that a large number of retailers are also heavily stocked. The increase in the importations of French peas is given as one reason for this "carry-over." The new pack is short owing to the partial failure of the first crop. The late crop was seriously affected by the drouth but the rain last week with the cooler weather following has worked wonders in saving the yield. The pack of beans this year is short. The raspberry crop is very promising but apples which looked good earlier in the season are dropping and a shortage is predicted. The total pack of all lines is estimated to be below last year. Prices, however, are expected to open lower than last year but this depends largely on the weather.

MANITOBA MARKETS.

POINTERS—

Raisins.—Going up.

Coffee.—Prices slump.

Winnipeg, July 9.—Crop prospects have vastly improved during the past two weeks and a refreshing spirit of optimism is becoming apparent in business circles generally. Wholesale grocers are

well satisfied with trade conditions and are hopeful as regards the future.

Retail merchants still show a decidedly conservative spirit as regards orders preferring to send in small orders frequently, to stocking up heavily.

A feature this week is the slump in coffee prices and this commodity is at last down to somewhere near a reasonable basis.

The industrial exhibition has had a stimulating effect on retail trade but the number of outside visitors to the fair has been somewhat disappointing.

Collections continue slow and fresh. European complications will not tend to improve conditions in the money market.

SUGAR.—Sugar is firm at last week's prices. With the opening of the preserving season there is a good demand for this commodity and supplies are ample.

Montreal yellow, per bbl.	4 45
B.C. yellow, per barrel	4 45
Icing sugar, per barrel	5 45
Extra standard granulated, per bbl.	4 85
Powdered, per barrel	5 25
Lumps, hard, per barrel	5 75

Sugar in sacks, 5 cents less.

SYRUPS.—Trade in syrups is very quiet as is usual during the summer months.

Corn Syrups—		
2 lb. tins, per case	....	2 28
5 lb. tins, per case	....	2 63
10 lb. tins, per case	....	2 51
20 lb. tins, per case	....	2 62
Barrels, per 100 lbs.	....	3 82
Molasses, New Orleans, gal.	0 33	0 35
Molasses, Barbados, gal.	0 45	0 50
Maple syrup, quarts, per case	....	6 20
Maple syrup, ½ gals.	....	5 85

DRIED FRUITS.—Raisins have advanced 1 cent per lb. at the coast but as yet local prices are unchanged. All lines of dried fruits are firm. With the market well supplied with green fruits, dried fruits are quiet.

		Per lb.
Prunes—		
Prunes, 90 to 100, 25 lbs.	....	0 05¼
Prunes, 80 to 90, 25 lbs.	....	0 06
Prunes, 70 to 80, 25 lbs.	....	0 06¼
Prunes, 60 to 70, 25 lbs.	....	0 06⅞
Prunes, 50 to 60, 25 lbs.	....	0 08
Prunes, 40 to 50, 25 lbs.	....	0 10
Apricots—		
Choice	....	0 15½
Standard	....	0 13½
Slab	....	0 11½
Nectarines	....	0 11½
Cooking Figs—		
Choice boxes	....	0 06¼
Half boxes	....	0 06½
Half bags	....	0 05¼
Valencia Raisins—		
Fine, f.o.s., 28s, s.p., per box	....	2 75
Fine, selected, 28s, s.p., per box	....	2 70
4-crown layers, 22s, s.p., per box	....	2 65
4-crown layers, 17s, s.p., per box	....	1 35
4-crown layers, 17s, s.p., per box	....	0 75
Ne plus ultra, 32s, s.p., per box	....	2 20
Sultanas—		
California	....	0 09¾
Smyrnas	0 14	0 14
Currants—		
Dry clean, per lb.	....	0 07½
Washed, per lb.	....	0 07¾
1-lb. package	....	0 08¾
2-lb. package	....	0 17¾

TEAS AND COFFEES.—With a decline of from 1¼ to 1 cent per lb. on green and roasted Rios and Santos the bottom has fallen out of coffee. With the new crop in Brazil coming on and the market with prices at a low level further reductions are not improbable.

Coffee—		
Green Rio, No. 5	....	0 11¾
Roasted Rio	....	0 20
Green Santos	....	0 15¾
Roasted Santos	....	0 22
Chicory	....	0 11¼
Teas—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japans, May picking	0 35	0 50
Japans, choice	0 35	0 45

NUTS.—There is nothing new to report as regards nuts. The holiday trade is good.

Brazil	0 18	0 19
Tarragona almonds	....	0 16¼
Peanuts, roasted, Jumbos	....	0 13
Peanuts, choice	....	0 11
Pecans	....	0 22
Marbot walnuts	....	0 13½
Grenoble walnuts	....	0 16
Sicily filberts	....	0 11½
Shelled almonds	....	0 37
Shelled walnuts	....	0 31

BEANS.—Trade keeps steady, a large consumption in construction camps ensuring a steady demand. The domestic demand is light.

Beans—		
Hand picked	....	2 35
3 lb. picker	....	1 95
Peas—		
Split peas, sack, 98 lbs.	....	3 85
Whole peas, bushel	2 75	2 85
Barley—		
Pot barley, per sack 98 lbs.	....	4 75
Pearl barley, per sack 98 lbs.	....	3 65

NEW BRUNSWICK.

St. John, July 10.—Business remains good with the local grocers, with the exception of the dealers in the north end, whose business has been curtailed by the strike in the mills in that section. This strike is a large one, and about 1,600 men are out.

Cash payments are not as good as formerly, possibly owing to the labor trouble. The markets, speaking generally, are firmer, with an advance expected in sugar. The American markets report a big demand, which has given that market several advances during the past few weeks.

Flour is firm and mill feeds have advanced. Beef and pork are firm, with beef prices slightly higher. Lard is up half a cent per pound. Butter and cheese are unchanged, although cheese is inclined to go higher. Dealers report a large increase in the sales of canned goods and picnic supplies.

Bacon, roll	0 15	0 16
Bacon, breakfast	0 18	0 20
Beans, Austrian, bushel	2 30	2 65
Beans, yellow eye, bushel	3 45	3 50
Butter, dairy, per lb.	0 24	0 25
Butter, creamery, per lb.	0 25	0 26
Buckwheat, W., grey, bag	2 75	2 85
Cheese, lb.	0 13	0 13½
Cheese, new, lb.	0 13½	0 14
Currants, 1's, lb.	0 07¾	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	1 02½	1 05
Corn, doz.	1 10	1 15
Peas, No. 4	1 40	1 45
Peas, No. 3	1 43½	1 45
Peas, No. 2	1 45	1 50
Peas, No. 1	1 80	1 85
Peaches, 2's, doz	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	2 20	2 25
Strawberries	2 20	2 25
Tomatoes	1 65	1 70
Cornmeal, gran.	....	4 85
Cornmeal, bags	....	1 50
Cornmeal, bbls.	....	3 15
Eggs, hennery	0 22	0 24
Flour, Manitoba	....	6 45
Flour, Ontario	....	5 95
Lard, compound, lb.	....	0 11¾
Lard, pure, lb.	0 15¾	0 16
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 38	0 39
Oatmeal, rolled	....	5 25
Oatmeal, std.	....	5 80
Pork, domestic mess	....	29 00
Backs, American clear, bbl.	....	27 00
Potatoes, barrel	....	1 40
Raisins, California, seeded	0 08	0 09
Rice, per cwt.	3 85	3 95
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	....	4 50
United Empire	....	4 40
Bright yellow	....	4 30
No. 1 yellow	....	4 00
Paris lumps	....	5 50

HALIFAX.

FISH.—The local fish trade at the present time is dull. The market, however, is [illegible] lines. Dealers are [illegible] the future outlook [illegible]. According to the reports that are coming to hand the Lunenburg Bank fishery promises to be fairly successful. Some of the vessels have as high as 1,600 quintals. Prices are slightly easier. The last sale of Bank cod was made at $5, and it is believed that the price will be still lower. Reports from Newfoundland are not very favorable, and the Norwegian catch is considerably less than last season.

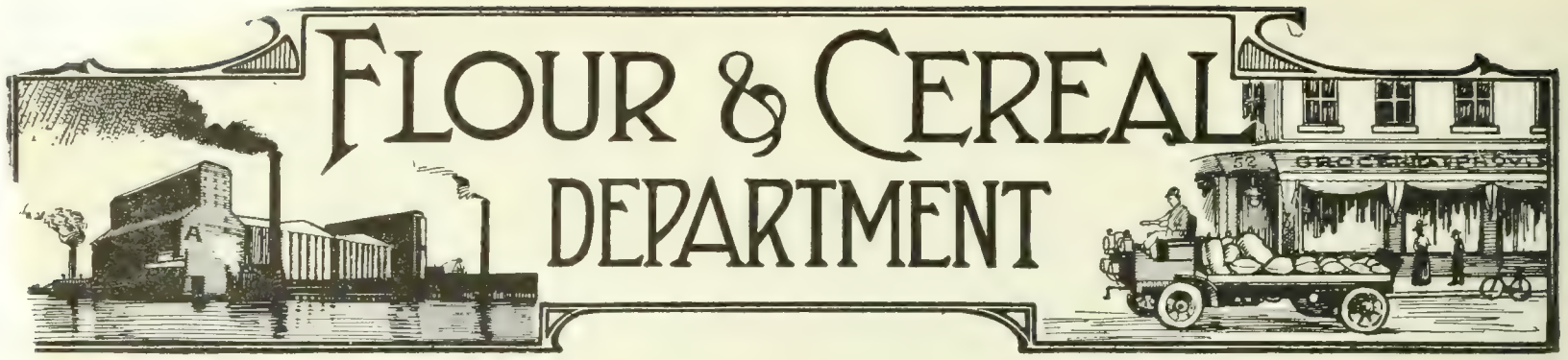
Shorefish are beginning to arrive in fairly good quantities, but they do not cut sufficient figure in trade to influence prices as the Bank fishery does. The arrivals of Newfoundland are light, but the tendency is to market them dressed in a greener condition than was usual a few years ago.

THE OBSERVATION OF A TRAVELING SALESMAN.

(Continued from page 25.)

times a day. This was only one grocery and I dare say that had I had further time to investigate I would have discovered a good many more leaks. In a week in another grocery I observed a clerk weighing up sugar, and, noting the number of times the clerk went to the sugar barrel, I scented another leak. He made six trips to the sugar bin, which was several feet from the scales, in weighing up 10 lbs. of sugar, and upon closer investigation the reason for this was that the scoop used was too small. Later on this same clerk used a bag that was too small, and had to empty the contents, which was another leak that made a hole in the dealer's profits. By a little forethought on the part of the clerk and a little more watching on the part of the merchant this leak could easily be eliminated. Small things look too small to the average man, but, while they are small in themselves, the total, of which they are a part, is enormous.

The grocer will be surprised at the great number of leaks that are existing to sap away the profits if he will give time and study to this problem of motion elimination. He will discover, as did an Ontario grocer I know, that with up-to-date equipment two clerks can do the work of four under the old system. He will discover, as did a Galt, Ont., grocer, that computing scales will save dollars for him every day. He will discover, as a customer of mine once did in Niagara Falls, that with an order for delivery one outfit would do the work of three under the old "rule of thumb" method.



dvance in Mill Feeds Helps Out Flour

Dealers Ask $1 More For Feeds, and Continue to Make Their Bran and Shorts Sell Their Flour—Wheat Market Still High and Extremely Sensitive to Weather Conditions—Rolled Oats Firm, With Prospects For Higher Prices.

er a large part of the Dominion during the past week appears to been general so that now prospects a good wheat crop are better than ome time. The crop is still grow- and still filling out. Thus, with ›ects for more rain even yet, mil- re becoming more hopeful with re- to the future.

ough wheat is easing off somewhat, wheat in Winnipeg having closed lay at 98, this still shows an ad- › of 1⅛ cents on the week. October t, too, is holding up, closing Mon- at 92⅞, the closing price of Mon- previous. Better crop prospects, ver, are now tending to affect a er market, but even yet the whole tion is entirely dependent upon er conditions, and continues ex- ly sensitive.

› advance in mill feeds on July 4, ›ting to $1 per ton, or an equi- of about 10 cents per barrel on will also have a strong tendency ds preventing flour from going igher, though there are those who that with wheat at present levels rked advance in flour should be

MONTREAL.

UR.—Owing to mill feeds having up one dollar per ton on July 4, on flour have taken on a steadier ven though wheat still continues high. Domestic demand is good, · export there is practically no › being transacted. Thus, tak- erything into consideration, it appear that present prices are o hold firm until definite assur- n be given of the new crop.

	Car lots, in bags, per bbl.	
heat Flour—		
bods	5 60	5 75
patents	5 10	5 45
akers'	4 90	5 25
in cotton sacks, 10 cents per barrel more.		
eat Flour—		
atents	5 60	5 60
ent.		5 10
rther		4 90
d	5 00	5 40

CEREALS.—Bids on rolled oats for export are steadily moving upward, so that millers are gradually getting up to their ideas of proper prices. Demand appears good, and some business is passing. Thus rolled oats, firm now, would appear likely to go firmer, or even to advance, as the oat crop is reported to be short, and the chances are that oats next season will be dear. For domestic consumption there is also good inquiry, with fair business resulting.

	Per 98-lb. sack	
Cornmeal—		
Kiln dried		2 00
Softer grades		1 85
Rolled Oats—	98s, in jute.	
Small lots		2 25
25 bags or more		2 15
Rolled oats in cotton sacks, 5 cents more.		
Oatmeal—Fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.		
Rolled wheat—	100-lb. bbls.	
Small lots		2 85
Hominy, per 98-lb. sack		2 05

MILL FEEDS.—Prices on all mill feeds moved up one dollar per ton last Friday, which now puts bran and shorts on a $19 and $21 basis. At this price firmness prevails, and should dry weather rule, causing dried out pastures, even a further advance would not appear at all surprising. Though still below shorts, there are some who think that in a few weeks' time bran and shorts will be quoted at the same price.

	Car lots, per ton	
Mill Feeds—		
Bran		19 00
Shorts		21 00
Middlings		23 00
Wheat moulee		25 00
Feed flour	30 00	31 00

TORONTO.

FLOUR.—The flour market is a holiday market, if that term is permissible. The buying is of the "hand-to-mouth" variety, as some buyers are holding off in anticipation of lower prices on the new crop. On the other hand, other buyers are paying a premium for winter wheat flour for stock. The supplies of this grade are low, and dealers wanting this grade are paying more than list price in order to get the quantity they want. This factor is keeping prices very firm, and, with the continuance of hot weather, the price will likely advance, as it is rumored that the coming crop cannot withstand successfully much more hot weather. The price of futures in flour will likely show a reaction in the event of cooler weather, which would be more favorable to the maturing crop.

Manitoba Wheat Flour—	Car lots, in bags, per bbl.,	
First patent		5 50
Second patent		5 00
Strong bakers'		4 80
Flour in cotton sacks, 10c per bbl. more.		
Winter Wheat Flour—		
Fancy patents	4 90	5 10
90 per cent.	4 80	5 00
Straight roller	4 60	4 80
Blended flour	5 05	5 35

CEREALS.—The cereal market is very strong, but prices have not been advanced during the past week. The demand for cereals is pretty fair in case goods, but light for sack goods. Advances are being looked for in rolled oats, and with the present strong tone to the market the prospects for an advance in price seems inevitable, but you never can tell.

Cornmeal, per 98 lb. bag—		
Kiln dried, 25 bag lots	1 85	1 90
Softer grades, 25 bag lots	1 70	1 75
Rolled oats, per 90 lb. sack, in jute—		
Small lots	2 25	2 30
25 bags to car lots	2 15	2 20
Rolled oats in cotton sacks, 5 cents more.		
Oatmeal, standard and granulated, 10 per cent. over rolled oats in 90 S, in jute.		
Rolled Wheat—		
50 lb. boxes		1 50
100 lb. barrels, small lots		2 85
100 lb. barrels, 5 bbl. to car lots		2 70

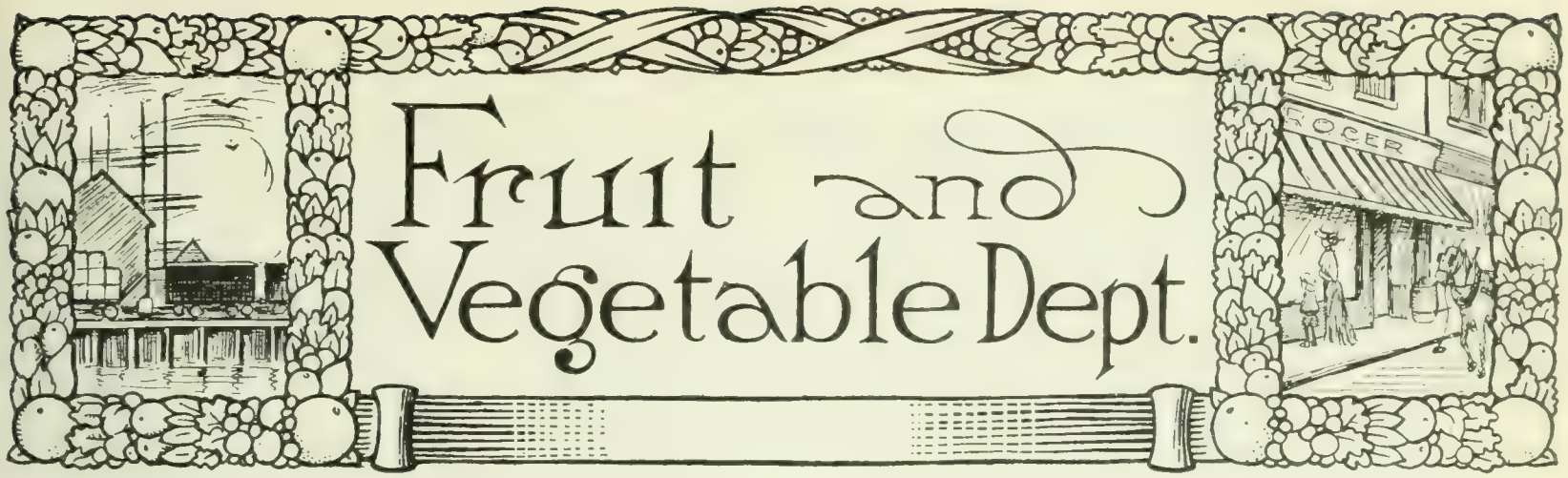
MILL FEED.—The price of mill feeds advanced this week. The reason given is that stocks are back to normal, and the price of wheat warrants a higher price for mill feeds. The demand is steady, but inclined to be quiet. The price of bran is now $19 per ton, as against $18 last week. Shorts are now selling at $21, as against $20 last week.

Mill Feeds.—	car lots. per ton.	
Bran		19 00
Shorts		21 00
Middlings	21 00	23 00
Wheat Moulee	23 00	25 00
Feed flour	26 00	28 00

WINNIPEG.

FLOUR AND CEREALS.—The domestic demand for flour has fallen off somewhat. Export trade dull. Prices steady.

Flour—		
Best Patents, per bbl.		5 60
Seconds		5 10
First clears		4 20
Low grades		2 90
Rolled oats—		
80 lb. sack		1 65
Granulated 98		2 15
Corn meal—		
98 lb. sack		1 95
Wheat granuels, 16-65		3 25



Potato Market Still Holds Quite Firm

California and Canadian Fruits Making Big Features on All Markets—Raspberries Begin to Appear—Payments in Montreal Found Even Better Than Anticipated for This Year.

MONTREAL.

GREEN FRUITS.—Market on staple lines of imported fruits tends higher on all lines, especially lemons and oranges. Hot weather following on short crops has raised prices extremely high so that now it is liable to curtail demand, even though stocks offered are good.

All California fruits are coming very heavily. One firm on Monday sold over 9,000 packages of these alone and considered it only a fair day's business.

Strawberry season is now practically over though some are still offering. Through canners having contracted for larger quantities, and with a shorter crop than usual to draw from, the season this year has been extremely short for fruit dealers. Raspberries are now beginning also though price as yet has not dropped below the 25 cent mark.

Cherries and gooseberries are offering in large quantities, and after this week will be fairly well finished up.

Apples—		
Spies, firsst grade, per barrel	6 50	7 00
Spies, second grade, per barrel	5 50	6 00
Apricots, per ½ basket crate	1 95	2 50
Bananas, crated	2 00	2 75
Cantaloupes, California, per crate	....	5 00
Cherries, California, 7-lb. box	2 75	3 35
Cherries, Canadian, red, 11 qts.	0 75	1 00
Cherries, Canadian, red, 6 qt.	0 40	0 60
Cherries, Canadian black, 11 qt.	1 25	1 50
Cherries, Canadian, black, 6 qt.	0 65	0 80
Cocoanuts, per bag	...	...
Gooseberries, English, 11 qt.	....	0 75
Gooseberries, English, 6 qt.	....	0 40
Grapefruit, Florida, case	8 50	9 00
Lemons	6 00	7 00
Limes, Florida, per box	....	1 75
Oranges, late Valencias	6 50	7 00
Peaches, California, box.	1 75	2 25
Pears, California, half box	....	2 50
Pineapples, Florida—		
30s, per case	....	4 50
24s, per case	....	4 75
36s, per case	4 00	4 25
Plums, Tragedies, box	....	2 90
Plums, Clyman, box	....	2 50
Raspberries, Canadian, per qt.	....	0 25
Strawberries, Canadian, per qt.	0 15	0 20
Watermelons, each	0 40	0 50

VEGETABLES.—Potato market this week is quite firm though prices are still around the $3 mark. Owing to the popularity of new stock, older varieties are moving out only slowly, causing weak markets all around. Sweet potatoes, new crop, are expected almost any day now with opening prices around $3 per hamper.

Trade in general is brisk, and collections coming in even better than expected considering the reports current amongst other trades, and even other branches of the grocery trade.

Vegetables—		
Asparagus, Canadian, 11-qt. basket	....	1 25
Beans, wax, per hamper	....	2 25
Beans, green, per hamper	....	1 50
Cabbage, new, crate of 4 to 5 doz.	....	2 75
Carrots, old, per bag	....	1 50
Cauliflower, hothouse, per dozen	....	4 50
Corn, green, per crate of 6 doz.	....	3 50
Cucumbers, hothouse, per dozen	....	1 25
Cucumbers, per hamper	....	2 75
Horse radish, per lb.	....	0 20
Indive, French, per lb.	....	0 30
Leeks, per bunch	....	0 75
Lettuce, Boston, crate of 2 doz.	....	2 75
Lettuce, curly, per doz. heads	....	0 40
Mushrooms, basket of 4 lbs.	....	3 00
Onions—		
Egyptian, bag of 110 lbs.	1 65	2 00
New, green, per doz. bunches	....	1 25
Peppers, green, small basket	....	0 50
Peas, green, per hamper	....	3 50
Potatoes—		
Virginia, per bbl.	2 75	3 00
Green Mountain, car lots, bag	0 75	0 80
Quebec grades, car lots, bag	0 60	0 65
Quebec grades, small lots, bag	0 80	0 90
Radishes, per doz.	0 30	0 40
Rhubarb, per doz. bunches	0 15	0 25
Tomatoes, Mississippi, case	1 25	1 50
Water cress, per doz. bunches	....	1 00

TORONTO.

GREEN FRUITS.—The fruit market this week is a busy place owing to the heavy shipments of fresh fruits. Cherries are coming forward in large lots. The quality of the white and black "Oxhearts" is very fine. They are selling well at $1.25 to $1.50 for the 11 qt. baskets and 75 to $1.25 for the six qt. size. The cooking cherries are cheaper, selling at 65 to $1.00 according to quality.

Gooseberries are coming forward very freely with the result that prices are considerably lower than last week. English gooseberries sold this morning at 35c for 6 qut. and 65c for 11 qt. baskets.

Lemons are firm at last week's prices. The market has been cleaned up pretty well and in fact so great has been the demand during the past few days that the market is in a more sold out condition than it has been for a number of years. The arrival of a new shipment of lemons this week is eagerly awaited by the buyers and it is predicted that the shipment will meet with a ready and rapid sale.

Apples, Ben Davis, per box	....	3 25
Apples, harvest (Illinois), box	....	2 00
Apricots, per box of 4 bkts.	2 50	2 75
Bananas, per bunch	1 35	1 65
Cantaloupes, California, 45s, case	5 50	6 00
Currants, red, per qt.	0 07	0 09
Cherries, Canadian, 11-qt. bkt.	0 65	1 00
Cherries, Canadian, 6-qt. bkt.	0 40	0 50
Cocoanuts, per sack of 80	5 00	5 50
Gooseberries—		
Smalls, 6 qt. bkt.	0 20	0 30
Smalls, 11 qt. bkt.	0 50	0 65
English, 6 qt. bkt.	....	0 35
English, 11 qt. bkt.	....	0 65
Lemons, Verdelli, new	5 50	6 00
Oranges, California Valencias	5 50	6 25
Oranges, Messina, oval ½ box	....	3 00
Limes, per box of 100	....	1 50
Peaches, California, Alexanders, box of 8-10 dozen	1 75	2 00
Pears, California, half case	....	3 25
Peaches, Georgia, 6 bkt. carriers	3 25	4 50
Pineapples, Florida, 30s, per case	....	4 00
Plums, Clyman, box	2 00	2 75
Plums, Tragedy, box	....	2 50
Raspberries, per qt.	0 18	0 20
Strawberries, Canadian, quart	0 12	0 14
Watermelons, 23 to 35 lbs.,	0 50	0 75

VEGETABLES. — The vegetable market this week is devoid of interest. Prices are approximately the same as prevailed last week with the possible exceptions of the prices on peas which are now coming forward in 11 quart baskets and selling at 60 to 65c. Wax beans are also coming forward in 11 quart baskets as well as in hampers. The 11 qt. baskets are selling at 75 to 80c.

New potatoes are cheaper at $3.00 per barrel owing to heavy supplies. Mississippi tomatoes are cheaper at $1.00 to $1.25 per 4 basket carrier. Cucumbers are 25c lower. Canadian lettuce is coming now in baskets which are selling at 35c.

Asparagus, domestic, 11-qt. basket	1 25	1 75
Beans, green, hamper	2 25	2 50
Beans, wax, 11-qt., per basket	0 75	0 80
Beets, Canadian, new, per basket	0 25	0 35
Carrots, Canadian, new, doz. bchs.	....	0 20
Carrots, imported, per box	2 00	2 25
Cabbage, Virginia, new, crate of 4-5 doz.	....	4 00
Cabbage, Canadian, crate of 30,	....	3 50
Cauliflower, Canadian, cs. of 2 doz.	....	2 00
Cauliflower, Canadian, cs. of 5 doz.	....	5 00
Corn, new, crate of 5 doz.	....	2 00
Cucumbers, Florida, hamper	2 00	2 25
Lettuce, domestic heads, basket	0 30	0 35
Mushrooms, per lb.	....	0 75
Onions—		
American, new, hamper	....	1 75
Egyptian, sack of 112 lbs.	2 25	2 50
Texas, Bermudas, 50-lb. crate	1 40	1 50
Bermudas, 50-lb. crate	....	1 50
Green, imported, per doz.	0 25	0 30
Parsley, large bunches, doz	....	0 75
Peas, green, 11 qt. bkt.	0 60	0 65
Peas, green, hamper	2 75	3 00
Potatoes—		
New, per barrel	...	3 00
New Brunswick, per bag	...	0 75
Ontario, per bag	0 75	0 85
Radishes, doz. bunches, domestic	....	0 20
Rhubarb, domestic, doz. bunches	....	0 20
Spinach, Canadian, basket	0 25	0 40
Tomatoes, Canadian hothouse, lb.	0 15	0 17
Tomatoes, Florida, crate	2 50	3 00
Tomatoes, Mississippi, 4-bkt. carriers	1 00	1 25
Water cress, domestic, 11-qt. basket	0 35	0 50

Lower Price Predicted on Frozen Halibut

Season at Coast Has Been Quite Favorable—Large Quantities Laid Away in Storage—Gaspe Salmon Selling Particularly Well—Higher Prices Predicted on Lobsters.

MONTREAL.

FISH.—In spite of hot weather, the fish market remains active, particularly for Gaspe salmon, which have been plentiful, and sold at easy prices. Demand from United States this year has not been as great as expected, but still a good quantity has been shipped over the frontier.

Halibut is plentiful, and prices easier. Reports received from the coast are for a better season than last year, so that the trade here look for prices on frozen stock opening at a low, if not a lower, figure than that of last season. Although demand in this line is increasing rapidly, the number of handlers is also increasing, and thus greater producing capacity is yearly being made.

Lake and river fish, as usual during the hot weather, is not over plentiful; but to correspond with this, demand is naturally indifferent. In salted, prepared and pickled lines trade is also inclined to be dull.

Oysters, clams, scallops, etc., are selling mainly in a hand-to-mouth way. Lobster season is now pretty nearly over, and requirements of the market henceforth will be met from American fishing places or through traders who have the privilege of putting live lobsters into private places and selling them in the closed season. Higher prices are predicted.

FRESH FISH.		
Barbotte (dressed), bullheads, per lb.	0 09	0 10
Bluefish, fancy, per lb.	0 15	0 18
Carp, per lb.	....	0 06
Doree, per lb.	0 11	0 12
Market cod, cases, 250 lbs., per lb.	....	0 05
Flounders, per lb.	0 06	0 07
Haddock, fresh, per lb., by express	0 04	0 05
Salmon, B.C., red, per lb.	0 15	0 16
Salmon, Gaspe, per lb.	0 15	0 16
Steak cod, per lb.	....	0 06
Trout, brook, per lb.	....	0 30
Trout, lake, per lb.	0 11	0 12
Frog's legs, large, per lb.	....	0 50
Frogs' legs, small, per lb.	....	0 25
Halibut, fresh, per lb.	0 09	0 10
Herring, per 100 fish	....	1 80
Mackerel, per lb.	0 09	0 10
Pike, dressed	0 07	0 08
Perch, dressed	0 09	0 10
Turtles, small, per lb.	....	0 15
Whitefish, per lb.	0 11	0 12
Smelts, per lb.	....	0 10
FROZEN FISH.		
Herring, per 100 fish, medium	....	1 50
Haddock, per lb.	0 04	0 05
Smelts, fancy	0 12	0 13
Smelts, No. 1, per lb.	0 08	0 09
Salmon, fancy spring, per lb.	0 14	0 15
Salmon, Gaspe, per lb.	0 15	0 16
Salmon, Qualla, per lb.	0 07½	0 08
Whitefish, large, per lb.	....	0 10
Whitefish, small, per lb.	....	0 07
PREPARED FISH.		
Boneless fish, in blocks, 20 lb. boxes, per lb.	....	0 06
Dry Pollock, 100 lb. bundle, per bundle	....	6 00
Pure cod tablets, 20 lb. boxes, per lb.	....	0 10½
Pure cod, 3 lb. box, per lb.	....	0 15
Shredded cod, 2 doz. in box, per box	....	1 80
Boneless strip cod, 30 lb. box, per lb.	....	0 10
Pure skinless cod, 100 lbs. boxes, per lb.	....	6 00
SALTED AND PICKLED.		
Green cod, per bbl., 200 lbs., No. 1	....	7 00
Labrador herring, per bbl.	5 00	5 00
Labrador herring, per half bbl.	....	2 75
No. 1 mackerel, 20 lb. kits	....	1 75
No. 1 mackerel, half bbls.	....	7 00
Lake trout, kegs	....	7 00
No. 1 green haddock, per 200 lbs.	....	5 00
Salt eels, per lb.	0 06	0 06½
Salt sardines, bbls., 200 lbs.	....	5 00
Salt sardines, half bbls.	....	3 00
Scotch herring	....	7 00
Holland herring, bbl.	....	9 00
Holland herring, half bbl.	5 00	6 00
Holland herring, keg	0 70	0 75
Labrador salmon, bbls.	15 00	16 00
Labrador salmon, half bbls.	8 00	9 00
Sea trout, half bbls.	....	6 50
Eels, per lb.	....	0 08
SMOKED.		
Bloaters, box	1 00	1 10
Eels, per lb.	....	0 12
Haddies, fancy, fresh cured	....	0 08
Haddies, regular	0 06	0 07
Fillets, fancy, fresh cured, lb.	....	0 12
Fillets, regular, lb.	....	0 10
Herring, boneless, 10 lb. boxes, lb.	0 10	0 12
Herring, new, smoked, per box	0 13	0 15
Kippers (small), per box of 50 fish	1 00	1 25
Smoked salmon, per lb.	....	0 22
CRUSTACEANS.		
Crab meats, per gal.	....	2 00
Lobsters, live, per lb.	0 25	26
Lobsters, boiled, per lb.	0 26	0 27
Shrimps, per gal.	....	2 00
Periwinkles, per bus.	....	2 50
Prawns, per gal.	....	2 00
SHELL FISH.		
Scallops, per gal.	....	2 75
Solid meats—Standards, gal., $1.80; selects, gal.	..	2 00
Bulk standards, gal., $1.50; selects	....	1 80
Clams, per bbls.	....	7 00
Cape Cod shell oysters	....	12 00

TORONTO.

FISH.—There is very little of interest in the fish market this week as prices have not changed any. The demand is steady for lake fish which are in good supply. Brook trout are scarce. Halibut and haddock are coming forward freely. The increasing cost of meats is a factor that is boosting the sale of fish owing to the fact that the price of fish is very low when compared with meat. The price of fish has not advanced in the last ten years. As the waters of the ocean are free to all there is no chance for a trust to monopolize the sale of fish. This has been very instrumental in maintaining prices at their present low levels. The warm weather of the past week has had the tendency to increase the volume of business transacted.

Frozen Stock—		
Roe shad, weight 3 lbs., each	1 00	1 25
Whitefish, per lb.	0 09	0 10
Fresh Caught—		
Haddock, per lb.	0 06½	0 07
Halibut, per lb.	0 11	0 12
Herring, per lb.	0 06	0 08
Lobsters, live, per lb.	0 40	0 50
Mackerel, weighing 1½-3 lbs., each	0 15	0 25
Pickerel, yellow, per lb.	....	0 12½
Pike, per lb.	0 06	0 07
Roe shad, weight 3 lbs., each	1 00	1 50
Salmon, Restiguse, per lb.	0 22	0 28
Salmon, B.C., per lb.	....	0 23
Steak, cod, per lb.	0 08	0 10
Trout, per lb.	0 12	0 14
Whitefish, per lb.	....	0 15
Smoked—		
Finnan haddie, per lb.	0 08½	0 10
Kippers, box of 40	1 10	1 25
Bloaters, box of 60	....	1 25
Fillets, per lb.	....	0 13
Prepared—		
Cod, 1 lb. tablets, case of 20	....	2 00
Salted and Pickled—		
Herring, Holland, per keg	0 70	0 75

Shrimps—
1 gal. cans, $1.25; 2 gal. cans, $2.40; 3 gal. cans, $4.60; in pound lots, per lb. 16c.

WINNIPEG.

FISH.—Fresh fish is active with values unchanged.

Fish—	
Fresh salmon	18
Fresh halibut	10
Steak cod, lb.	12½
Lake Winnipeg white fish	09
Fresh pickerel lb.	08
Haddock, lb.	06
Market cod	05
Finnan haddie	08
Fresh gold eyes per doz.	50
Kippers, per doz.	$2 00
Lake trout, per lb.	12
Boaters, per box	$1 50
Holland herring, keg	70
Labrador herring, half barrel	$4 20
Salt mackerels, kit	$2 75

FRENCH LAW RE SALMON.

The Canadian Section of the British Chamber of Commerce, 9 rue des Pyramides, Paris, notifies proprietors of Canadian canning factories that a law has just been passed in France prohibiting the import of canned salmon and other fish, unless stamped on the top or bottom of the tin with the name of the country of origin, in characters of four millimetres. The law will probably be promulgated in a few days, and will come into force 12 months after promulgation. As it will apply to salmon imported and in stock after that date, it is advisable to have the necessary dies made at once.

Produce & Provisions

Buyers Lack Confidence in Butter Market

Heavy Storing Has Been Done, But Tendency is to Hold Off Awaiting More Favorable Conditions—Compound Lard Advances, While Pure Lard Declines on Montreal Market.

MONTREAL.

PROVISIONS.—Feature of the market this week is an advance of about 1c on compound lard, and a decline of ½c on all pure lard. Hogs, too, are firmer. Though packers are still anxiously endeavoring to hammer down prices in the country, their efforts have so far been met with little success owing to the small quantity offering. In meats demand holds best for all cooked lines. Prices are being firmly maintained.

HAMS—		
Extra large sizes, 28 to 40 lbs., per lb..	....	0 17
Large sizes, 20 to 28 lbs., per lb.....	....	0 18
Medium sizes, selected weights, 12 to 20 lbs., per lb.	....	0 20
Extra small sizes, under 12 lbs., lb....	....	0 20
Boned and Rolled, large, 16 to 25 lbs., per lb.	....	0 20
Boned and rolled, small, under 12 lbs., per lb.	....	0 21
Picnic hams, 6 to 12 lbs., per lb.....	....	0 16
BACON—		
Breakfast bacon, heavy, 14 to 20 lb. sides	....	0 19
Fancy breakfast bacon, boneless, lb....	....	0 22
Windsor bacon, skinned, backs, lb.....	0 22	0 23
Windsor bacon, skinned, backs, boneless, per lb.	0 24	0 25
Spiced roll bacon, boneless, short, lb..	....	0 17
Wiltshire bacon, 50 lb. sides, lb.....	....	0 18
SHOULDERS—		
Square shoulders, boneless, per lb.....	....	0 16½
Square shoulders, bone in, per lb.....	....	0 15
Cottage rolls, small, 4 lbs., per lb.....	....	0 20
COOKED MEATS—		
Rolled ham, small, skinless, boned, lb..	....	0 29
Jellied tongue, 10 lb., open tins, lb....	....	0 29
Headcheese, per lb.	....	0 08
English brawn, per lb.	....	0 11
Jellied hock, 6 lb. tins, per tin.....	....	0 75
Cooked pickled pig's feet (in vinegar, 25 lb. kits), per lb.	....	0 07
DRY SALT MEATS—		
Long clear bacon, 50-70s, lb.	....	0 15½
Long clear bacon, 80-100s, lb.....	....	0 14½
Flanks, bone in, not smoked, lb.....	....	0 15½
PURE LARD—		
Tiers, 375 lbs., per lb.	...	
Tubs, 50 lbs., net, lb.	..	
Boxes, 50 lbs. net, per lb.		
Pails, wood, 20 lbs. net, lb.		
Pails, tin, 20 lbs. gross, lb.		
Cases, tins, 10 lbs., each, lb.		
Cases, 3 and 5 lb. tins, per lb.		
One pound bricks, 60 in case		
COMPOUND LARD—		
Tierces, 375 lbs., per lb.	....	
Tubs, 50 lbs. net, lb.		
Boxes, 50 lbs., per lb.....		
Pails, wooden, 20 lbs., net.....		
Pails, tin, 20 lbs. gross		
Cases, 10 lb. tins, 60 lbs. in case		
Cases, 3 and 5 lb. tins, 60 lbs. in		
One pound bricks, 60 lbs. cases		
BARRELLED POR		
Heavy Canada short cut mess, bbl,		
Canada short cut back pork, 45-55		
Heavy short cut clear pork, bbl.,		
Heavy clear fat backs, 40-50 pcs.		
Flank fat pork, bbl.		
Pickled pigs feet, short, 200 lb. .		
SUNDRIES		
Bologna ,beef bungs, per lb. ..		
New England ham, per lb.		
Blood pudding, per lb.		
White pudding, per lb.		
Sausage, farmer's, per lb.		
Pure pork sausage, little pig ca		
Tripe, in kits, 25 lbs., per lb...		
HOGS		
Live, fed and watered,		
Dressed, per cwt.		

BUTTER.—Butter market at present depends largely on weather conditions. At present hot weather and dried out pastures incline to keep prices up, but should a few weeks of cool weather come a marked difference would evidently result. "Just now we think butter quite high enough," states one local firm. There is not much doing in the West, and practically no exporting at all. For our own part we have not enough confidence in the market to store. Stocks in storage, we believe, are even heavier than at corresponding period last year, but for all that we do not feel inclined to stock up."

Feeling of the market appears generally easier, though no quotable change has been made.

Fresh creamery print	....	0 27½
Creamery solids	....	0 27
Farmers' separator butter	....	0 24
Dairy prints, choice	....	0 24
Dairy solids	....	0 24

EGGS.—"The flush of production is now over, and a lot of poor stock is being offered," states one produce man this week. "We are paying 18 cents f.o.b., but are not getting many offers owing to Toronto dealers bidding higher prices. Situation is steady, with no quotable change.

laid, in 30 doz. case, doz.....	....	0 29
laid, in cartons	....	0 30
ts, in case, per doz.	....	0 27
, in case, per doz.....	....	0 24
s, per doz.	0 19	0 20

ESE.—Cheese is on the boom, prices playing round dizzy heights. Saturday as high as 13 7-16 cents reached. This, however, is the re- of short selling on the part of itish importers, who, it is estimated, ave short sold to the extent of 50,000 xes at a rate of 11½c to 12c. Dealers dvise covering now, and anticipate a reak in prices about September. The whole difficulty appears to lie in the fact that for every ½c that cables went up, prices in the country were advanced 1c.

Cheese—	New.	Old.
Large	0 13	0 14½
Twin	0 13	0 15
½ Twin	0 13½	0 15
Stilton	....	0 17

POULTRY.—Prices hold firm, with a shortage on all lines save geese and turkeys. Receipts for broilers have been on the increase, with average weight of stocks running from 3½ to 4 lbs. per pair.

Broilers, spring, 3 lb. pair	....	1 50
Broilers, milk fed, frozen	0 28	0 32
Chickens, per lb.	0 20	0 21
Ducks, per lb.	....	0 22
Fowl, per lb.		0 17
Geese, per lb.	0 14	0 15
Turkeys, per lb.	....	0 25

TORONTO.

PROVISIONS.—The provision market is entirely devoid of interesting features this week. Prices are steady at last week's list, and, owing to the heavy demand, the tone of the market is stronger. Lard is very firm. The price of live hogs has declined another 25c this week, which makes the price now paid 9¼c, fed and watered. The dressed pork is selling at $13.25.

Hams—		
Light, per lb.	....	0 20
Medium, per lb.	....	0 29
Large, per lb.	0 18	0 18½
Backs—		
Plain, per lb.	0 23	0 24
Boneless, per lb.	0 25	0 26
Pea meal, per lb.	0 24	0 25
Bacon—		
Breakfast, per lb.	0 20	0 21
Roll, per lb.	0 15½	0 16
Shoulders, per lb.	0 13½	0 14½
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 15¾	0 16
Long clear bacon, heavy	0 15	0 15¼
Cooked Meats—		
Hams, boiled, per lb.	0 29	0 30
Hams, roast, per lb.	....	0 30
Shoulders, boiled, per lb.	....	0 22½
Shoulders, roast, per lb.	....	0 23½
Barrelled Pork—		
Heavy mess pork, per bbl.....	24 00	25 00
Short cut, per bbl.	28 50	29 00
Lard, Pure—		
Tierces, 400 lbs., per lb	0 13	0 14¼
Tubs, 60 lbs., per lb.....	....	0 14½
Pails, 20 lbs., per lb.	....	0 14¾
Pails, 3 and 5 lbs., per lb.....	....	0 15½
Bricks, 1 lb., per lb.....	....	0 15¾
Lard, Compound—		
Tierces, 400 lbs., per lb..		0 10¼
Tubs, 60 lbs., per lb.		0 10½
Pails, 20 lbs., per lb.		0 10¾
Hogs—		
Live, f.o.b., per cwt.	9 15	9 25
Live, fed and watered		9 25
Dressed, per cwt.		13 25

BUTTER. — The butter market is weak, and a sharp decline is a possibility of the near future. The supplies of butter are heavy, while the receipts are increasing every day. The pastures this year are excellent, with the result that the production of butter is heavier than usual. It has been a puzzle to

the trade why the price of butter has been maintained in view of these facts. The demand for butter shows a considerable falling off, and it is likely that the demand will continue dull as long as the weather remains hot.

Another feature that will affect the butter market is the importation of New Zealand butter. This butter is becoming a serious competitor for the trade in British Columbia, and should New Zealand be successful in capturing this business, it will mean the biggest slump in butter prices we have had in years unless another market is found in time to save the situation. British Columbia takes a large volume of butter from local firms, and should they lose this business it will seriously handicap them in maintaining prices. Prices are unchanged from last week, with the exception of dairy butter, which is a trifle higher this week.

	Per lb.	
Butter—		
Creamery prints, fresh	0 26	0 28
Creamery solids	0 25	0 26
Dairy prints, choice	0 21	0 23
Dairy solids	0 20	0 22
Farmers' separator, prints	0 23	0 24
Separator prints, printed wrappers	0 22	0 23
Separator solids	0 21	0 22

EGGS.—The egg market is weak owing to a dull demand. The price in the country has declined, and the price offered to-day is much lower than ten days ago. While the buying is on the "loss off" basis, it does not exclude No. 2's, and the exceedingly hot weather of the past few days has greatly increased the percentage of No. 2's, and, while formerly a case could be candled in ten minutes, it now takes about 20 or 30 minutes. The price of No. 2's is very weak, and prices are shaded for round lots. On the other hand, the price for No. 1's is equally as firm owing to the smaller percentage of them received. It is predicted that the lower grades will decline, and that the better grades will advance should the warm weather continue much longer. The range between these grades will be much wider in future. While the dealers are paying less in the country for eggs than they did ten days ago, they are making less money to-day than a week ago owing to the great increase in the quantity of No. 2 eggs.

An attempt is being made to cut out No. 2 altogether. What few remain will be known hereafter as "trade" eggs, and will consist of stock having no bad eggs in them, but at the same time no eggs that could be classed as No. 1's.

	Per dozen.	
Eggs, case lots—		
Selected new laid	0 26	0 27
Selected new laid, in cartons	....	0 28
Fresh gathered	0 22	0 23
No. 2's	0 18	0 20
Splits	0 17	0 18

CHEESE.—There is nothing to report in the cheese market. Prices are unchanged and firm at last week's quotations. The demand is fair, especially for the special lines that tickle the palate of the camper. Cream cheese is in good demand. The local stocks in store on spot are heavy, both of new and of old cheese. The demand seems to be more favorable to the new cheese than to the old, in which trading is rather dull.

HONEY.—Samples of new honey are arriving, and the quality is very excellent. The prices have not been announced yet, but it is thought that they will be about the same as last year.

Cheese—		
Old, large	0 15	0 15¼
Old, twins	0 15¼	0 15½
New, large	0 14¼	0 14½
New, twins	0 14¾	0 15

POULTRY. — Fresh broilers are cheaper this week, selling at 18c to 20c per lb., as against 20c to 23c last week. The price of all live fowl shows a tendency to decline, and this week live fowls, with the exception of turkeys, can be bought for about two cents per pound lower than last week. Other prices remain unchanged.

	Per lb.	
Frozen Stock—		
Broilers, dressed	0 22	0 25
Chicks, milk fed, dressed	0 25	0 28
Chickens, dressed	0 20	0 22
Ducks, dressed	0 19	0 20
Fowl, dressed	0 17	0 18
Turkeys, dressed	0 24	0 25
Fresh Stock—		
Broilers, Spring, live	0 18	0 20
Broilers, Spring, dressed, 1½ lbs. and over	0 35	0 40
Ducks, Spring dressed, lb.	0 20	0 25
Ducks, old, dressed	0 17	0 18
Fowl, live	0 13	0 15
Fowl, dressed	0 18	0 20
Turkeys, Old Tom, dressed	0 18	0 20
Turkeys, Old Tom, live	0 14	0 18

WINNIPEG.

PRODUCE AND PROVISIONS.—Dairy butter is plentiful and cheap and stocks are accumulating. The bulk of the dairy butter is handled by jobbers at from 12 to 18 cents per lb. Eggs are plentiful but there is a large shrinkage in shipments due to careless packing by country merchants. The waste from this cause this season has been enormous. Lard prices are down ¼ cent, and there are some changes in cured meats. The poultry market is featureless.

Butter—		
Creamery	0 26	0 24
Dairy, best	....	0 21
Dairy, No. 1	0 17	0 18
Dairy, No. 2	0 16	0 17
Cooking	....	0 12
Eggs, per doz.	0 18	0 19
Cheese—		
Ontario, large	....	0 15¼
Ontario twins	....	0 15½
Lard—		
Tierces, per lb.	....	0 13½
50 lb. tubs	....	6 85
20 lb. pails	....	2 80
3 lbs. tins, cases	....	8 70
5 lb. tins, cases	....	8 65
10 lb. tins, cases	....	8 55
Hams	0 18	0 21½
Bacon	0 19	0 23
Long clear D.S.	....	0 15¾
Shoulders	....	0 16
Mess pork	....	28 00
Seneca root, new crop, per lb.	0 48	0 52

The Egg Trade Reformation in Ireland

Writer Tells How Majority of the Ills Were Removed Some Years Ago—Eggs There Are Now Sold by Weight — Few Small Ones Now Produced—Standard of Poultry Breeders Raised.

By James Keenan, Toronto.

Your issue of June 27th contains an article on Canadian egg trade which is of great interest to me. I have had over 20 years' experience in the egg trade in Ireland and I can see the Canadian trade is up against the same problems as we had to fight. The egg and poultry trade is the best paying industry of the Irish farmer. In the older times, before the Danish and Russian people got such a hold on the English and Scotch markets, the farmers and egg merchants were quite indifferent as to size and quality

All this has been completely cha thanks to Department of Agricu and Sir Horace Plunkett (Ireland's friend.) They stepped in and saved situation. Model poultry farms v established all over the island. turers were appointed to educate people. Eggs of the best breed of p try were sold at very cheap prices to a classes. Inspectors were appointed t attend the open markets and assist the buyers in the trade. The merchants and egg shippers held meetings and established societies for the protection of the trade and to co-operate with the government. Bad and doubtful eggs were destroyed and sellers were liable for prosecution. Dirty eggs were returned to producers and the system of payment by weight is established over the Island. There was a hard fight but there is now no dissatisfaction.

Before all this come into effect, a dozen of good eggs were about 24 oz. weight. Now the big average is about 26½ oz. to the dozen. The shippers can supply what is wanted and the egg trade of Ireland stands first for quality in all British markets and also in South Africa where a large trade is carried on.

I wish success to future of Canadian

IG TIME TO CHANGE?

Canadian Grocer.—You intim- in the future eggs in Canada d on a weight basis. It seems it would require a long time h a change about inasmuch is so deep rooted among ethods.

, however, to hear from w they think they should ld there be a standard lozen or should they be per pound regardless of ight?

Editor you will be able s on which ought to be should we eventually se rs, etc.,

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ..each	0 04
100 books and over, each.	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancacke Flour per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black Currant	2 00
Red Currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

Red currant	2 00
Black Currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55

Marmalade.

Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes.	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 25
Diamond, ¼'s, 6 and 12-lb. boxes	0 26
Icings for Cake—	
Chocolate, white, pink, lemon orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz.	0 90
Chocolate Confections—per lb.	
Maple buds, 5-lb. boxes	0 37
Milk medallions, 5-lb. bxs.	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 26
Nonpareil wafers, No. 1, 5-lb. boxes	0 31
Nonpareil Wafers, No. 2, 5-lb. boxes	0 26
Chocolate ginger, 5-lb. bxs.	0 31
Milk chocolate wafers, 5-lb. boxes	0 37
Coffee drops, 5-lb. boxes	0 37
Lunch bars, 5-lb. boxes	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box.	1 36
Royal Milk Chocolate. 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 5c bars, 24 bars, per box	0 85
Almond nut bars, 4 bars, per box	0 85

EPPS'S.

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N. S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s	0 26
" Vanilla sticks, per grs.	1 00
" Diamond chocolate, ½s.	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 34c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; Cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 21c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case.
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 doz.	5 40
Gold Seal Brand, ea. 4 doz.	5 25
Mayflower Brand, ea. 4 doz.	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz.	4 75
Clover Brand, ea. 4 doz.	4 75

Evaporated (Unsweetened)—

St. Charles Brand, small, ea. 4 dozen	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 dozen	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, ea. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50lb. case.

Terms—Net 30 days prepaid.

FLAVORING EXTRACTS.

SHIRRIFF'S

Quintessential.

1 oz. (all flavors) doz.	1 05
2 oz. (all flavors) doz.	2 00
2½ oz. (all flavors) doz.	2 30
4 oz. (all flavors doz.	3 50
5 oz. (all flavors) doz.	4 50
8 oz. (all flavors) doz.	6 50
16 oz. (all flavors) doz.	12 00
32 oz. (all flavors) doz.	22 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottles (retail at 50c)	4 50
4 oz. bottles (retail at 90)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CIE., LTD., MONTREAL AGENCIES, BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
St. Nicolas, 50 qts.	7 00
St. Nicolas, 50 pts.	9 00
La Neptune, 50 qts.	6 00
La Sanitas Sparkling, 50 quarts	8 00
Claret, qts., Crown, 50s	7 50
Claret, pts., Crown, 50s	5 10
Claret, qts., Cork, 50s.	7 50
Claret, pts., Cork, 50s.	5 00
Champenoise, qts., Cork, 50s.	8 00
Champenoise, pts., Cork, 50s.	5 50
Champenoise, sp., Cork, 120s	9 50
Lemonade Savoureuse, 50 qts	8 00
Lemonade, St. Nicolas, 50 qts.	7 50
Lemonade, St. Nicolas, 50 pts.	5 50
Lemonade, St. Nicholas, 100 pts.	10 00
Lemonade, St. Nicolas, 100 Splits	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil	
Cs. 200 7-oz. pieces cs.	7 50
Cs. 200 10-oz. pieces, cs.	12 00
Cs. 100 10-oz. pieces, cs.	6 50
Cs. 50 ¾ lb. pieces, cs.	3 75
Cs. 50 1lb. pieces, cs.	4 50
Cs. 12 3-lb. bars. lb.	0 09
Cs. 25 11-lb. bars, lb.	0 08
Cs. "Le Lune," 65 p.c. olive oil.	
Cs. 50 ¾-lb. pieces, cs.	3 35
Cs. 12 3-lb. Bars. lb.	0 08½
Cs. 25 11-lb. Bars, lb.	0 08

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals. Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 90
Motts Golden Russett—	
Sparkling Cider, 12 qts.	4 50
Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 sp.	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal.

Imported Peas "Soleil"

	Per case
Tres Fins, ½ kilo, 100 tins	13 50
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 50
Moyens No. 1, tins, ½ kilo, 100 tins	10 50
Moyens No. 2, tins, ½ kilo, 100 tins	10 00
Moyens No. 2	9 00

Frs. "Petit" Peas.

Fins, tins, ½ kilo, 100	10 00
Moyens, tins ½ kilo, 100	7 50

Asparagus, Hericots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25
Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ⅛ gal.	2 60

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases, 4 doz. each, flats, per case	5 40
Cases, 4 doz each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases, 3 lbs., 20 to case.	0 11¼
Cases, 5 lbs., 12 to case.	0 11⅛
Cases, 10 lbs., 6 to case.	0 11

F.O.B. Montreal.

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45
	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

VERMICELLI AND MACARONI

C. H. CATELLI CO., LIMITED.

Hirondelle Brand

	1 lb. pkgs.	Loose
Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs. cases	7	6½
Egg noodles, case 10 lbs. loose; case 60 pkgs, ½ lb. each	7½	7

Marguerite Brand.

Same assortment as above	6½	6
Egg noodles in 10 lb. cases, loose, in 60 pkgs., ½ lb. each	7	6½

Catelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lbs. (loose)		5½
30 lb. cases, 1. lb. packages		6

Terms, Net 30 days.

D. SPINELLI CO., Registered.

Globe Brand.

Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Alphabets 30 lb. case	7	6½

Spinelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lb. cases (loose)		5½
30 lb. cases, 1 lb. pkgs.		6

Terms—Net, 30 days.

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5,00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 80
1 gall., doz.	19 20
1-16 gall., gross lot	20 00

The Glad Hand of the West

awaits your goods if you will allow us to open the market to you.

With our immense facilities — five large warehouses at the best points, and a wide-awake staff of representatives covering the entire territory all the time. We are in a position to introduce your line more quickly and effectively than would be thought possible.

Our experience and success in Western Canada enables us to guarantee sales.

Will you get in touch with us now?

Nicholson & Bain, Wholesale Commission Merchants and Brokers

HEAD OFFICE -:- WINNIPEG, MAN.

WINNIPEG REGINA SASKATOON EDMONTON CALGARY

"Star" Brand

BACON

is the result of nearly 60 years' experience in curing Bacon and careful selection of the best Canadian stock.

When your customers go to their summer houses, send a piece of this Bacon with the groceries and they will send back for more.

Cured under Government inspection by

F. W. FEARMAN CO.
LIMITED
HAMILTON

For Campers

what is nicer than

UPTON'S
PURE FRUIT JAMS

and what is more economical?

Don't confuse these goods with any compounds.

Ask your jobber or write us.

T. UPTON CO., LIMITED

Sales Dept.: St. Catharines, Ont. Factory at: Hamilton, Ont.

NATION'S

SPECIALITIES

Egg Powder
Custard Powder
Jelly Powder
Health Saline

Agents required where not already represented

E. J. NATION & CO.,
LIMITED
Bristol, England

TOMATOES, CELERY, PINEAPPLES, ORANGES, BANANAS.

Shipments of Fruits and Vegetables arriving daily.
—Get our quotations.
Prompt shipment assured.

LEMON BROS.
Owen Sound, Ontario

Tracuzzi's

Verdellis first to arrive

They're fine

Ask your Jobber for price now before the real demand starts.

"St. Nicholas"
"Puck"
"Home Guard"
"Queen City"

J. J. McCABE
Agent
Toronto, Ont.

53 Highest Awards in Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA

Registered Trade-Mark

Our Cocoa and Chocolate preparations are Absolutely Pure — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co. Limited
Established 1780
Montreal, Can. Dorchester, Mass.

Do You Sell on Credit?

If so you need

ALLISON
Coupon Books

for SAFETY, for CONVENIENCE, for ACCURACY. Most of the risk of credit selling is eliminated where Allison Coupon Books are used.

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When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.

For sale by the jobbing trade everywhere.

ALLISON COUPON CO.,
Indianapolis, Indiana

OUR GUARANTEE

If this polish damages your customer's piano, we'll pay for the piano. That's why live Grocers everywhere stock it. It sells, repeats, and brings new faces to a store.

Prestolene
(TRADE MARK)

THE PERFECT POLISH FOR PIANOS, FURNITURE AND ALL GLOSSED SURFACES

The International Specialty Co.
The PRESTOLENE People, Bridgeburg, Ont.

Order from your jobber, or The Harry Horne Co., 309 King W., Toronto. Leadlay, Limited, Bannatyne Ave., Winnipeg, Man.
Every package carries above guarantee in detail. Our travellers carry unique propositions.

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Local Fruits

Consisting of

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Imported

CANTALOUPES	WATERMELONS
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CHERRIES	APPLES
TOMATOES	CUCUMBERS

Direct importers from Everywhere.

The World Our Market.

WHITE & CO., LIMITED

Wholesale Fruit and Fish

TORONTO **HAMILTON**

Home Grown Fruits

We have fresh arrivals every day of all Domestic Fruits and Vegetables in season. Just now we are getting—Raspberries, Cherries, Gooseberries, Cauliflower, Cabbage, Tomatoes, Beans (Wax and Green), Cucumbers, Green Peas, Red Currants.

New Potatoes

Extra Fancy Quality from Top to Bottom. More Economical than Old Potatoes — Absolutely no Waste.

The House of Quality.

HUGH WALKER & SON

Established 1861

GUELPH **and** **NORTH BAY**

The Arctic

IS THE SANITARY, COLD DRY AIR

Refrigerator

As a store fitting it has no equal. Cases are made of ash or oak; linings of sanitary spruce shellached; fittings, best galvanized iron. All parts separable. The hardware is solid brass.

Write for Catalogue showing our great variety.

JOHN HILLOCK & CO., LIMITED

TORONTO, ONTARIO

Agents in West: J. UPRICHARD **Regina, Sask.**
Quebec and Maritime Provinces: WOLF, SAYER & HELLER

EVERY GROCER KNOWS THAT THE FASTER HIS STOCK MOVES THE MORE MONEY HE MAKES—

That well advertised goods not only move faster than others, but that they are also easier to sell.

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

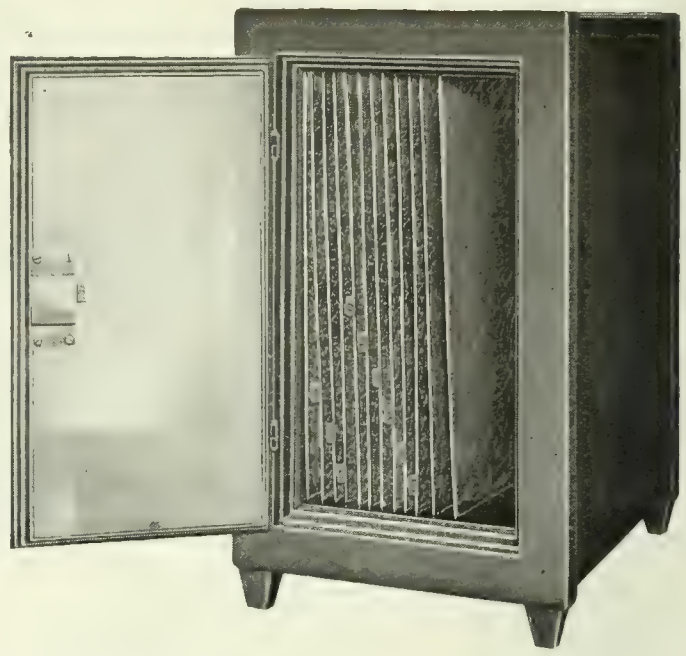
are always well advertised.

Millions of people already know their goodness; others are learning about them every day.

Need we offer you any better reason for keeping an eye on your stock to see that you never run out of these good sellers.

H. J. Heinz Company

Two at the Price of One



And Better, Because your accounts are safe from fire as well as mistakes. Better because you can increase the capacity of the Register at any time simply by adding more leaves. Better because leaves are made of aluminum, therefore are light and easy to handle. A child can operate them as well as a man. **Comparison** is our strongest selling talk. Examine the other makes if you will, because then we know your choice will be an Ullman.

Hamilton Ideal Manufacturing Company, Limited

Toronto Office—482 College Street

TWO GOOD BRANDS OF TOBACCO

that produce repeat sales and build up the profits of the tobacco department.

ROSE QUESNEL

A pure Canadian Smoking Tobacco.

KING GEORGE Navy Plug

A chewing tobacco made from specially selected tobaccoes and perfect in every respect.

See your wholesaler, or drop us a line.

Rock City Tobacco Co.,

Limited

QUEBEC

Our Premium Store

No. 336 St. Paul St.

Montreal, Canada

Helps to Sell "Babbitt's," the Original Soap Powder

Once you start a customer on "BABBITT'S" she will always use it, because of its great cleansing power—it is a concentrated powder and "a little goes a long way." PUSH IT because the profit on its steady sale will please you as much as "BABBITT'S" SOAP POWDER will please your customers.

B. T. BABBITT, INC.

NEW YORK

PURITY and EFFICIENCY

These are the foundation of all successful products that **remain** in the market.

Its **PURITY** gives confidence to the user.

Its **EFFICIENCY** creates the gratification from success in use.

IN NUTLARD

(The new French Lard)

The COOK has a Lard that is always SWEET.

The CONFECTIONER has an article that can be used in the most delicate confections.

The BISCUIT MANUFACTURER gets the lard that does not go wrong in the biscuits after they are sent out.

The GROCER a seller that never brings a complaint.

Rocca, Tassy & DeRoux

MARSEILLE, FRANCE

Canadian Agent:

J. RUSSELL MURRAY

6 St. Sacrament Street, - - MONTREAL

Strength | Your | Purity

guarantee of profit lies in

"COW BRAND" Baking Soda

because of its popularity with the housewife!

Order from your jobber.

CHURCH & DWIGHT LIMITED

Manufacturers

Uniformity | MONTREAL | Reliability

Housecleaning Season is at hand

and with it comes the demand for Whitewash Brushes, in fact Brushes of almost all kinds. See that your stock of Keystone Brand Brushes is complete. They are the most reliable in the market.

Manufactured by

Stevens-Hepner Company Limited

PORT ELGIN, - Ontario

The Continental Bag & Paper Company, Ltd.

OTTAWA

Exclusive Bag Manufacturers

Selling Paper Bags is only a part of our Service.

We make it a point to include Best Quality and Strength and Value in every Bag of our Manufacture.

Require your Dealer to supply only

CONTINENTAL "GERM PROOF" BAGS

DISTRIBUTORS:

ONTARIO—The Continetal Bag & Paper Co. Ltd., Ottawa and Toronto. Walter Woods & Co., Hamilton.
MANITOBA, ALBERTA, SASKATCHEWAN—Walter Woods & Co., Winnipeg.
NOVA SCOTIA, PRINCE EDWARD ISLAND, CAPE BRETON ISLAND—Thomas Flanagan, Upper Water Street, Halifax.
NEW BRUNSWICK—J. Hunter White Agent, North Market, St. John.
BRITISH COLUMBIA—Smith, Davidson & Wright Ltd., Vancouver.
QUEBEC PROVINCE—The Continental Bag & Paper Co., Ltd., Montreal.

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

Parowax

(Pure Refined Paraffine)

You can build up a good, steady line of trade by reminding your women customers how much Parowax helps in the wash

Parowax is a splendid seller with housewives everywhere.

They just add it to the soap in the wash-boiler, and the things come out beautifully clean and white without any hard rubbing.

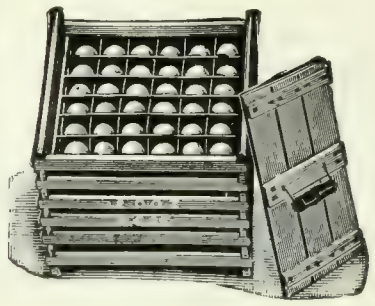
This is the same Parowax that is in such wide demand for sealing jellies, preserves, etc. It makes an absolutely air-tight, mold-proof seal.

Put up in pound and half-pound cartons—20, 40 and 100 cartons in a case.

THE IMPERIAL OIL COMPANY LIMITED — HEAT LIGHT POWER LUBRICATION

The Imperial Oil Co., LIMITED

Toronto Winnipeg
Halifax Montreal
St. John



Humpty Dumpty EGG CRATES

Carload just received from the Patentee --- the Wholesale trade Supplied (and protected on price.)

Walter Woods & Co.

HAMILTON and WINNIPEG

EVERY POUND OF
ANCHOR BRAND FLOUR

easily makes good bread

such as you will be told everywhere it is used. . "I simply set it in the evening away from any stove, and, next morning, I take and knead the dough a little bit, add a little more flour, let it stand for about an hour and a half, then shape it and put it in the oven without closing the oven door for a little while—then I close the oven door, using a moderate heat for the baking, and in every instance I can guarantee splendid bread if the flour is **'Sovereign.'**

Thousands of householders use **Anchor Brand Flour,** Sovereign grade, and never worry about the quality of their bread.

Leitch Brothers' Flour Mills, Ltd.

Makers of "ANCHOR BRAND FLOUR"

Oak Lake, - - Manitoba

For a 'good thirst quencher sell "Sterling" Brand Lime Juice

Your customers want something cool and refreshing—and we have yet the hottest days of summer to come—offer them "Sterling" Brand Lime Juice, Raspberry Vinegar, Grape Wine (unfermented), Orangeade, etc. Delightfully invigorating, healthful and popular summer drinks.

Pile up your profits this summer season by putting these lines to the front.

THE
T. A. LYTLE CO.,
LIMITED

Sterling Rd., Toronto.

New Idea in Account Register System

A Register that can grow as you grow.

One that can expand as your business expands.

The Expansion Type Register is the New Idea and is the latest and exclusive feature of

With Only One Writing — **The McCASKEY SYSTEM** — **The End of Drudgery**

Write for further information. We will gladly have our nearest salesman call on you and explain the Expansion Type Register features without any obligation on your part to purchase.

Unless you need System he will not urge you to buy. Write to-day to

THE
Dominion Register Co.
Limited

TORONTO, ONTARIO

Trafford Park, Manchester, Eng.. Melbourne, Australia

The Largest Manufacturers of Carbon Coated Salesbooks in the World

Showing Electric Recorder and Cash Till

FIRST AND STILL THE BEST

A Profitable Line For You

1. Attractively packed and labelled.
2. "King Oscar" sells readily.
3. Have the natural sea flavor.
4. Packed in Pure Olive Oil.
5. Uniformity of size.
6. Tasty, Nutritious, Zesty.
7. Satisfaction for your customers.
8. Profit for you.

By Special Royal Permission.

9. Put up by the largest packers on the coast of Norway—the home of the finest sardines in the world.

Canadian Agents:

J. W. Bickle & Greening

(J. A. Henderson)

Hamilton, Ontario

THE

British Columbian Fisheries, Limited

Salmon Packers

SALMON BRANDS:—
"Location"
"Dreadnaught"
"Aliford Bay"

FRESH FISH

FISHING STATIONS:—
Skidegate
Aliford Bay
Cumshewa

Manufacturers of
FISHMEAL, FERTILIZER, and SKIDEGATE DOG FISH OIL and RAT FISH OILS

OFFICES—
Bank of Ottawa Building
VANCOUVER

25 Victoria St.
LONDON, ENG.

Telegrams "Fishfoods" Vancouver

Superlative Quality Consistently Maintained

Malcolm's preserved milk products are noted for their high and unvarying quality—only the richest and purest cow's milk being used.

Grocers should tone up their stocks with the Malcolm lines. Your customers will appreciate them.

Order from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax. We will prepay freight up to 50c per 100 lbs.

St. George Evaporated Milk, 4 doz. in case $3.60
Princess Condensed Milk, 4 doz. in case.. 4.50
Banner Condensed Milk, 4 doz. in case... 5.25

J. Malcolm & Son, St. George, Ont

Put Several Bottles in Among Your Cold Meat Displays

In summer weather cold meat provides the major portion of a meal — the addition of

Paterson's Worcestershire Sauce

with its snap and good flavor makes an ordinary lunch a delicious delight for the appetite.
A good seller the year round.

ROWAT & CO.

GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

Pacific Coast Fish

Order your requirements from the most progressive fish concern on the continent.

The Canadian Fishing Company, Limited

VANCOUVER, BRITISH COLUMBIA

Producers and shippers of all varieties of fish — fresh, frozen, smoked, salted and kippered.

Write us for prices and information.

Quality and Service Unequalled

Century Salt

Our Process of Pumping the Brine

from the salt wells, the evaporating, purifying and packing is superintended with the greatest care, thus ensuring a perfect salt. Put up in Bags and Barrels. Sell **Century**, the salt that is all quality.

The DOMINION SALT CO. Limited

Sarnia, Ontario

In the Goods and in the Packing

are found those qualities which have given Canadian sea foods so wide a market and the turnover, heavy though it is, is annually growing.

No brand is so widely called for as the

Brunswick Brand

Our supplies—the choice of the fishermen's catches, together with long experience and modern equipment, we are enabled to turn out the most perfect that can be made.

Our plans always have been to co-operate with the wholesaler and retailer and to give the consumer a good article at a fair price.

Just look over your Stock, Mr. Grocer, and see what "CONNORS" lines you are short. Then order—here is a partial list: —

¼ Oil Sardines
⅜ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams
Scallops

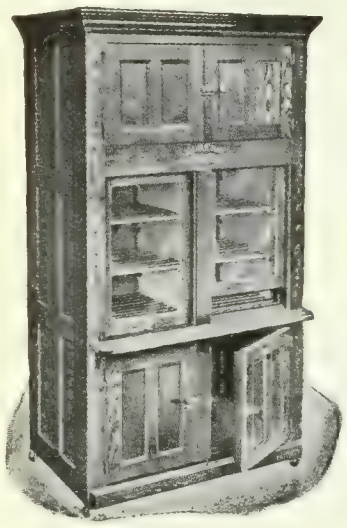
CONNORS BROS., LIMITED

Black's Harbor, N.B.

AGENTS:—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

EUREKA

Twenty-seven years of Eureka Refrigeration



Over a quarter century experience behind the manufacture of Eureka Refrigerators serves well to make this line the Standard of the Canadian Market. Eureka on a Refrigerator is a guarantee of perfection. The Eureka contains no zinc or galvanized iron or other offensive material likely to conflict with the Pure Food Laws. The Eureka way is the dry cold circulating air way.

WRITE FOR CATALOGUE AND PRICES.

Eureka Refrigerator Company, Limited
54 Noble Street, Toronto

Montreal Representative
JAMES RUTLEDGE Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO., Winnipeg
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

Help Her With the Baking

The majority of women take great pride in making fine cake, bread or pastry—they like to have them of even flavor, baked thoroughly, but evenly, and above all, tasty. Give them

Windsor
TABLE SALT

and you make baking success more certain. Poor salt means poor baknig, everything "goes flat" after hours of work over a hot stove, and that means disappointment. Help the housewife avoid that.

Canadian Salt Co., Limited
WINDSOR, ONTARIO

——they do the work right sell at a right price and allow a right profit

"Young-Tom" Washing Powder, Glycerine, Pumice and Tar Toilet Soaps, Laundry Soaps, etc., are making friends with housewives wherever introduced.

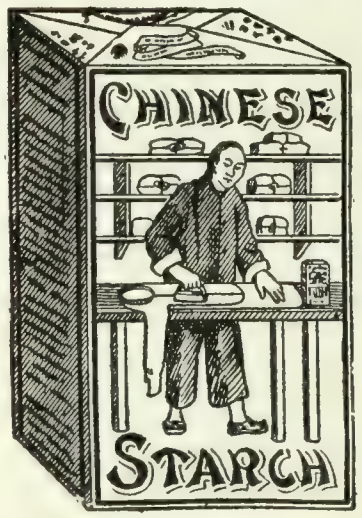
"YOUNG-TOM"

Soap products contain no harmful ingredients and will not injure the tenderest skin.

Prices on request—send in a trial order .

Young-Thomas
Soap Co., Limited
Regina, Sask.

No need for the housewife to wilt over the ironing board



Sell her the only starch that contains the secret process oil that makes the iron slide easily.

Chinese Starch

imparts a perfect gloss with least effort, also adds a faint aroma to the linen. Full 16 oz. to the package.
Chinese Starch satisfies and keeps on selling.

Ocean Mills, Montreal
O. Lefebvre, Prop.

AGENTS:—Standard Brokerage Co., Vancouver, B.C.; John J. Gilmor, Winnipeg, Man.; Harry Horne & Co., Toronto, Ont.; Norman D. McPhie, Hamilton, Ont.; The Lawrence Nfld. Co., Ltd., St. John's, Nfld.; J. J. McKinnon, Charlottetown, P.E.I.; Boivin & Grenier, Quebec, Que.; Eug. Foliot, St. Pierre, Miquelon; Scott, Boyd & Co., Port of Spain, Trindad, B. W. I.; Desmarais & Gregoire, Chicoutimi, Que.; and all the Wholesale Grocers throughout the Dominion.

ANTI-DUST

Here is a compound with cleansing properties unknown to others. Housewives who use it once never try any other, for the simple reason that the fresh odor left behind proves to her satisfaction that none could be better. Anti-Dust is packed in attractive tins, and allows the retailer a good margin of profit.

We want a distributor in Western Canada.

Sapho Mfg. Co., Limited

MONTREAL

Ontario Agents: MacLaren Imperial Cheese Co., Limited
Fenwick & Hendry, Kingston, Ont.

PACKARD'S BLACK "O" Shoe Polish

One of the best 10c. lines on the market

EASY { TO APPLY
TO GET A SHINE
TO SELL

The HUSTLER'S FRIEND

A pleased customer calls again.

Have you one of our Dressing Price Lists? If not, write us.

L. H. Packard & Co. Ltd.

MONTREAL

ENERGETIC CLERKS

who are willing to work after hours can add substantially to their salary by joining the MacLean Circulation Organization, the largest and most efficient in America.

There are already over 400 circulation salesmen getting subscriptions for MacLean's Magazine, but there is scope for more. If you will take up the work in your district you will find it will pay you well.

Get started now—Don't wait.

WRITE FOR PARTICULARS TO

MacLean Publishing Co., 143-149 University Ave., Toronto, Can.

For Your Business' Sake

READ

THE FINANCIAL POST!

Last week one of the largest wholesale houses in Canada—a firm who are unusually strong financially—read the "Business Outlook" article in a recent issue of The Financial Post. They not only immediately sent their subscription for a year, but asked The Post to send them 100 copies for distribution among a few of the leading retail houses with whom they do business.

A year ago, when leading financiers stated openly and publicly that Canada was on the threshold of two years of the greatest prosperity in its history, The Financial Post, in its weekly article on the business outlook, expressed a difference of opinion from this view and urged caution. It frankly told its readers that the money situation looked doubtful, and said that until conditions improved, wholesale merchants, manufacturers, retailers and business men generally should not embark on new developments unless they had ample capital of their own without borrowing from the banks, and then, only when it was absolutely necessary. By new developments The Post meant extensions of buildings or stores. At the same time The Post advised that the strictest attention be paid to collections; to insist upon the general public paying up everything they owed. The readers who acted on The Post's advice are in a much better position in every way than those who were not readers.

The Financial Post of Canada has excellent sources of information on financial, business and crop conditions, not only in Canada, but in United States and in the financial centres of Europe. As a matter of fact, one of the earliest hints last year of coming financial stringency came direct to The Post from one of the largest financiers in Europe, and came to The Post before it came to the leading Canadian bankers.

In consideration of these facts, no business man in Canada can afford to be without The Financial Post. Simply initial the attached coupon and pass to your cashier.

TO CASHIER

Intial of
Head of Firm
or
General Manager

The Financial Post of Canada 1913

143-149 University Ave., Toronto

Please send the Financial Post for a period of x [4 months / 8 months / 12 months] for which we enclose x [$1.00 / $2.00 / $3.00]

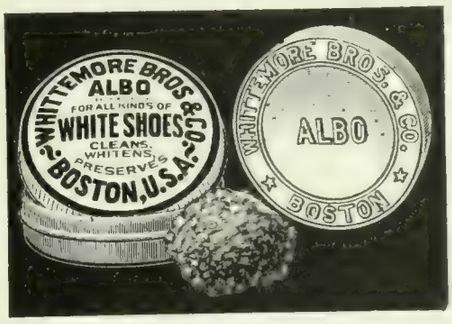
NAME.....

Number and Street.....

City or Town.....Prov. .....

x Strike out periods not ordered. G

Finest Quality *Whittemore's Shoe Polishes* Largest Variety



Oldest and Largest Manufacturers of Shoe Polishes in the World

"GILT EDGE" Oil Polish. The **only** Ladies' Shoe Dressing that positively contains OIL. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. **Largest quantity. Finest quality.** Polishes without rubbing. Retails 25c.

"ALBO" Cleans and whitens Canvas, White Buck, Suede and Nubuck shoes. Each cake in a **zinc-tin box** with sponge (see cut). Retails 10c. Each cake in a handsome **aluminum** box with sponge. Retails 25c.

"NUBUCK" White Leather Dressing **cleans and whitens** Buck, Nubuck, Suede and Ooze leathers, both smooth and nappy finish. Retails 25c.

"DANDY" COMBINATION. For cleansing and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. Retails 25c. **"STAR"** russet combination (10c size). Russet, Brown and Ox Blood pastes (5 sizes of each color).

"ELITE" COMBINATION. For those who take pride in having their shoes look A1. Restores color and lustre to all black shoes. Retails 25c. **"BABY ELITE" COMBINATION** (10c size). **"ELITE" PASTE** in 5 sizes.

"QUICK WHITE" makes dirty Canvas shoes Clean and White. In liquid form, so can be quickly and easily applied. A sponge in every packet so always ready for use. Two sizes, retails for 10c. and 25c.

Send for circulars giving full particulars of our other Polishes to WHITTEMORE BROS. & CO., Boston, Mass., U.S.A.

For Sale by the Shoe Findings and Shoe Jobbing Trades of all Canada.

They never tire of the deliciousness of

Barbados Golden Molasses

Once tested, you can count on an insistant demand for Perfection Brand Barbados Golden Molasses. It is undoubtedly the highest grade of molasses obtainable, and it is important that every dealer should secure a supply for his better trade.

PERFECTION

(BRAND)

Barbados Golden Molasses

sells at a reasonable price, considering the high quality.

If your wholesaler cannot supply you let us know.

West India Co., Limited

MONTREAL

Assistant Manager Wanted

for an important retail grocery store in Toronto, one who has made good; who has a thorough knowledge of every phase of the grocery business, buying, selling, systematizing, business management. Must have a good education and a capacity to write effective seasonable advertisements. Salary to begin $2,000. Preference given to one who has been or is in business for himself. Give age and full particulars of experience, samples of advertisements. Applications confidential. Box No. X. Canadian Grocer, 143 University Ave., Toronto.

CLASSIFIEDADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

BUSINESS CHANCES

GOOD OPENING FOR COMPETENT GROcery manager with $1,000 to $2,000 to invest in live department store in Western Canada. Man of ability and experience only will be considered, who can conduct department on up-to-date aggressive lines. Write in first instance to Box 485, Canadian Grocer, Toronto.

FOR SALE

NEW ARCTIC REFRIGERATOR, SIZE 7 ft. x 9 ft. x 10 ft. high (up-to-date), bargain for quick sale. Also new Toledo Scale. Apply Box 322, Simcoe, Ont.

FOR SALE—THE FIXTURES OF AN UP-to-date grocery store. Address James McKenzie, Piccadilly St., London, Ont.

SET COUNTER COMPUTING SCALES, USED three months; capacity 30 lbs. (Toledo). Quick sale $60. Wm. Aldrich, 857 Talbot street, St. Thomas.

GROCERY FOR SALE

HIGH-CLASS GROCERY AND PROVISION business and fixtures for sale. Situated in Toronto, on corner in rapidly growing locality. Modern equipment; 2 delivery outfits, coffee mill, computing scales and interior fittings. Lease can be renewed at reasonable terms. Communicate direct with us, D. M. Johnson & Co., Real Estate, 948 Gerrard St. E., Toronto.

REPRESENTATIVES WANTED

A SIDE LINE FOR COMPETENT SALESmen—a commission of 25% will be paid to salesmen of ability calling on grocery, drug, cigar stores, confectionery stores, etc., throughout Canada. Strictly high-grade goods manufactured by largest concerns in Canada. Only men of ability need apply, and by letter only. H. Jackson, Room 724, 64 Wellington St. W., Toronto.

SIDE LINES WANTED

TRAVELLER CALLING ON THE RETAIL trade and mines in Northern Ontario would like some good side line. Address A. L. Box 155, Byng Inlet, Ont.

FOR SALE BY TENDER

THE BUSINESS OF "THE LEA'S LIMITed" of Simcoe, with goods manufactured and in process of manufacture, Raw Material, Supplies, Plant and Building.

This Pickle Factory is very favorably situated in a good district for obtaining material. Has an up-to-date plant, with a concrete building and concrete tanks. Spur line of railway runs into factory. Abundant water supply at low cost.

The company has large orders on hand, and has contracts with growers for season's supplies, which purchaser will have benefit of.

Manufactured Goods	$ 6,209.96
Goods in process of manufacture (raw material and supplies)	18,094.35
Plant and machinery	6,114.45
Building	9,000.00
	$39,418.76

Inventory in hands of undersigned to whom tenders are to be sent, accompanied by marked cheque for 10 per cent. of offer, on or before 15th July, 1913. Highest or any tender not necessarily accepted.

E. HENDERSON, Liquidator,
Simcoe.

MISCELLANEOUS

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro', Ont., solicits your orders.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St., West, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. tf

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

FIRE INSURANCE, INSURE IN THE HARTFORD. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

WE ADVERTISE

MAPLEINE

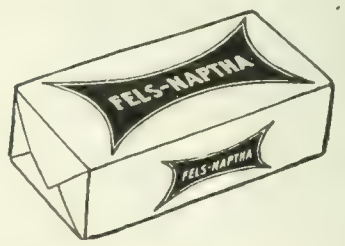
consistently in the leading women's magazines. Don't risk losing a customer by not having it in stock.

Order of your jobber, or

Frederick E. Robson & Co.,
25 Front St. E., Toronto, Ont.
Mason & Hickey,
287 Stanley St. Winnipeg Man
The Crescent Mfg. Co.
SEATTLE, - WASH.

Retail Grocers Have

a distinct asset in show window space used for display. For windows, backgrounds, shelf work, there is nothing like the bright red and green Fels-Naptha soap cartons. (Easy to save, and handily attached by the end flaps.) A point well worth noting,



Buyers' Guide

Pure Canadian Tobacco

We can supply any quantity at right price.

Give Your Customers The Best.

Pipes and All Accessories.

J. A. FOREST

189 Amherst St. MONTREAL

The Canadian Milling Agency

FLOUR, GRAIN and Fertilizers of all kinds.

VICTORIAVILLE, - QUEBEC

We have:— The Highest Quality
The Greatest Quantity The Lowest Price

17,500 Barrels per day. Correspondence Solicited

O. E. Robinson & Co.

Manufacturers and Buyers of Dried, Evaporated and Canned Apples.

Ingersoll, - - - - Ontario

Established 1886.

A CARD WILL BRING PRICES

Our PAPER BAGS
and
WRAPPING PAPER

may please you more than what you are using now. If so, you want it.

Write To-day.

COUVRETTE & SAURIOL, Montreal

PICKLES
TOMATO CATSUP

Our local trade has increased beyond all expectation. The reason of course is big value goods at remarkably reasonable prices.

H. Bourque & Son, Montreal

SHOW CASES
Store Equipment in General

We have originated some of the best display devices in Canada. Can produce the most elaborate showcase, if necessary, at a little lower figure than anybody else.

S. Meunier & Son, Maisonneuve, P.Q.

WRITE TO
10 Garfield Chambers, Belfast, Ireland, for Sample Copy of the

Irish Grocer, Drug, Provision and General Trades' Journal

if you are interested in Irish trade.

CIGARS MEAN PROFIT

Especially when you handle such ready sellers as

Olympia
and
Ben Bey.

ED. YOUNGHEART & CO., Limited
MONTREAL

Biscuits and Confectionery

Big range from which to choose your Christmas stock. Only the highest grade goods made. Prompt attention given all orders.

See Our Travelers.

THE AETNA BISCUIT CO., LTD., MONTREAL.

Coffee Agents Wanted

We want manufacturer's agents in all parts of Canada to investigate our proposition.

Package Quality. More than attractive We act second to none.

Augustin Conte & Co., Montreal

GRATTAN & CO., LIMITED
ESTD. 1825
The Original Makers of
BELFAST GINGER ALE
Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

BAKE OVENS

BLACK DIAMOND OVENS

Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.

Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.

Write for General Catalog.

The BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canad

Importers and Brokers Wanted

THROUGHOUT THE DOMINION FOR
WELL KNOWN OLD COUNTRY
TOFFEES PRESERVES
BOOT POLISHES HEALTH SALINE
FLY-CATCHERS, ETC.

Apply EDWARD KIDD & CO.
1090 Hamilton St., VANCOUVER, B.C.

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal

Write us for New Price List of

WINDSOR SALT

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, Manager

When writing advertisers kindly mention having seen the advertisement in this paper

A highly recommended sweeping powder, sold only in bulk; a strong pleasant disinfectant.

"NO-DUST"

NO-DUST MFG. CO.

Market Sq. St. John, N.B.

ALL YOUR CUSTOMERS

have pots, pans, etc., that need mending.

Tell them of Vol-Peek, which mends all kinds of kitchenware made of Granite, Iron, Tin, Aluminum, etc.

Vol-Peek allows you a good profit.

Put up in attractive display stands with advertising matter. Write for samples and terms.

H. Nagle & Co., Montreal, or Fenwick, Hendry & Co., Kingston, Eastern Ontario Agents

HOLLAND RUSK

is not an article that will be tried and disused after one day. It has real merit and it will be well worth your while to push it.

HOLLAND RUSK COMPANY

HOLLAND. :-: :-: MICH.

Are You Protected Against Paying a High Price?????

If not, WE CAN PROTECT YOU. All are aware of the extreme scarcity of Strawberries this year. The result will be a high price asked for this year's pack of Pure Jams. Some will continue to sell at the old prices, but will reduce the quality of their lines in order to do so.

We can protect you with CHIVER'S QUALITY OF JAMS, ETC. for both immediate and fall delivery. We are now booking for fall delivery at a very attractive figure, as we placed our order several months ago. Those who have already placed their order with us are in many cases increasing their original orders as they fully recognize the scarcity there will be and know CHIVER'S JAMS, ORANGE MARMALADES, ETC., ARE SELLERS. Read the very interesting article in The Canadian Grocer which appeared in the number under date of June 27th last entitled "The Romance of an Orchard."

Get in touch with our travelers or write us direct, letting us know what your requirements are either for immediate shipment or for fall delivery.

FENWICK, HENDRY & CO., Importers and Manufacturing Wholesale Grocers

Kingston, Ontario

That's what awaits you if you start to handle

MESSINA LEMONADE POWDER

You can't go wrong with it. Just introduce it once and repeats will undoubtedly follow. There is no getting away from its superior quality.

The true lemon flavor refreshes and creates a desire for more. This desire will be a golden egg for you.

Don't miss **MESSINA.**
Ask your wholesaler.

Henri Jonas & Co., Montreal

RICE'S SALT

"The Pure Table and Dairy Salt"

Rice's salt has won its spurs from its absolute purity and uniformity. Once you introduce Rice's your customers will come to you for it again. It brings them back.

We ship promptly. Get our prices.

THE NORTH AMERICAN CHEMICAL CO., Ltd., Clinton and Goderich, Ont.

You Often Hear

the remark of having "good luck" selling goods in large quantities. Success comes if you have the right goods and the right methods of introducing the goods by display or suggestion. Large sales mean that you have struck the tastes and desires of the people.

CAIRNS'
SCOTCH
JAMS, JELLIES AND MARMALADES

are the "Good Luck" lines in fruit products that make for big sales. Have you tried them?

By Royal Warrants of Appointment Cairns' products have served His Majesty King George V., His Majesty the King of Spain, Her Royal Highness The Crown Princess of Sweden, and for 22 years to Her Late Majesty Queen Victoria.

ALEXANDER CAIRNS & SONS

PAISLEY, SCOTLAND

Canadian Agents :—SNOWDON & EBBITT, Montreal
McLEOD & CLARKSON, Vancouver

HIRONDELLE

(Swallow)

Macaroni, Vermicelli, Spaghetti

Made in Canada for Canadians.

Once your customers taste this line they will never ask for any imported make. Our goods are unequalled for quality, and then there is the saving of duty. Just talk them up and you'll soon agree with us that

"Hirondelle" Brand

has taken the lead and will hold it.

C. H. Catelli Limited

MONTREAL

Canadian Canned Goods

We have a large assortment, all bearing the hall-mark of quality. Just figure out your requirements:

1912 PACK

VEGETABLES.	FISH	FRUITS
Tomatoes	Salmon	Apples
Corn	Sardines	Raspberries
Peas	Lobsters	Strawberries
Haricots	Herrings	Pears
Beets	Oysters	Peaches
Asparagus, Etc.	Codfish, Etc.	Plums, Etc.

1913 PACK.

Let us supply quotations. We can still fill orders for the well known "Victoria" brand, as well as for all the popular brands of the Dominion Canners' fruit and vegetable pack. There is no time to waste.

IMPORTED PETITS POIS.

"Frs. Petit & Cie." Moyens, 10c per tin retail.

Good margin of profit.

Imported Canned Goods

Le Soleil Brand.

Full assortment, including **Imported Petits Pois** and all kinds of **Vegetables** and **Soups.**

Imported Mushrooms

F. Lecourt, Paris.

Extra Choice, Choice, First Choice, Choice, Gallipedes.

We would like to hear from you. Use the "long distance," or "wire" if you desire. We'll stand expenses.

Laporte, Martin, Limitee

568 St. Paul St., - Montreal

Telephone Main 3766

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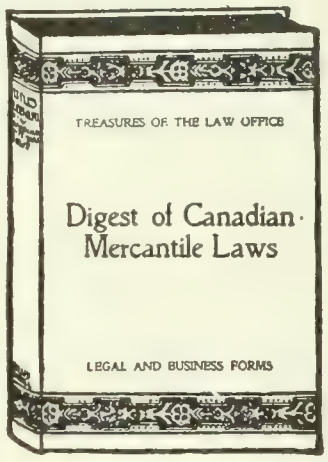
THE GROCER'S LIBRARY

"Digest of the Mercantile Laws of Canada."

A ready reference for merchants and their assistants in their daily business.



Have you any outstanding accounts you wish you could collect? This book will show you HOW.

NEW EDITION—1913

No work published in Canada equals it for the Grocer

The entire work has been critically revised, a considerable amount of new matter added, and numerous cases and authorities have been cited in support of the most important points in the various Chapters. It is bound in the same dark green cloth.

A veritable consulting library on this one line so universally needed.
Based on Dominion and Provincial Statutes and Court Decisions.
Indorsed by barristers, sheriffs, magistrates and conveyancers.
Recommended by the Ontario Institute of Chartered Accountants.
Used by more accountants, bankers and business firms than any other work on the subject. Forwarded direct post free on receipt of price.

EASTERN EDITION, PRICE, $2.00
SPECIAL WESTERN EDITION, $2.50

To meet the needs of subscribers in New Ontario and the Western Provinces, where land is under The Land Titles System of Registration, an Appendix of 16 pages, containing a synopsis of the Land Titles Acts, has been added to our regular edition, thus constituting a special "Western Edition." Price, $2.50.

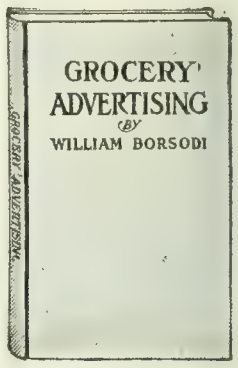
Practical Bookkeeping

By James B. Griffith

288 pp., 140 illus. Cloth binding. Theory of accounts; methods of bookkeeping; single entry and double entry; journalizing and posting; cash discounts; bank deposits; single proprietors' and partners' accounts; retail business; inventory; departmental records; partnership accounts; books and forms used; accounting for commission and brokerage business; produce shippers' books; commission merchants' books; storage accounts; special records. Price, postpaid, $1.60.

Grocery Advertising

BY WM. BORSODI



Price Postpaid $2.00

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

Tea Hints for Retailers

By John H. Blake

This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects:

HOW TO ESTABLISH A TEA TRADE

The Tea Gardens of the World.
Tea from Seed to Leaf
Tea from Leaf to Cup
The Tea Marts of the Orient
How to Test Teas
Where to Buy Teas
Is it Wise to Place an Importation Order?
Bulk Versus Package Teas
Tea Blending

Price postpaid, $2.00.

275 Pages **24 full-page illustrations**

All orders payable in advance.

The MacLean Publishing Co., Ltd.

MONTREAL TORONTO WINNIPEG VANCOUVER

BOOK DEPARTMENT
143-149 University Ave., Toronto

If remitting by cheque make same **payable at par,** Toronto

"Commercial Service"

Brantford Motor Trucks

Reduce Your Cost *of* Doing Business *and* Revolutionize Your Store Service

"In regard to Motor Truck purchased from you, we are pleased to state that it is entirely satisfactory in every respect, as it is now doing the work of four horses at less expense than the cost of keeping one."

A Niagara Falls user of The Brantford Motor Truck.

Brantford Trucks will not only eliminate the expensive upkeep of horses, but will greatly facilitate your service.

Write to-day for catalogue of our latest models.

Brantford Motor Truck Co., Limited
Brantford, *Canada*

Sanitary Cans

"The Can of Quality"

Tomatoes, Peaches, Pears, Plums, Apples.

Enamel Lined Cans for Strawberries, Raspberries, Beets.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

TWENTY-SEVEN
GOLD MEDALS

AND FIRST CLASS
DIPLOMAS

BY APPOINTMENT

CHIVERS & SONS, LIMITED

PURVEYORS OF

WHOLE FRUIT JAMS, JELLIES

AND

CANNED ENGLISH FRUITS

TO

HIS MAJESTY THE KING

Highest Awards (Grand Prix) for Canned English Fruits, Brussels (1910). Turin and London (1911)
——————International Exhibitions——————

FRUIT PLANTATIONS AND WORKS:

HISTON - CAMBRIDGE - ENGLAND

For samples and quotations apply to the agents:

THE W. H. MALKIN CO., Limited
57 Water Street,
VANCOUVER, B.C.
(British Columbia and Alberta)

FRANK L. BENEDICT & CO.
45 St. Alexander Street
MONTREAL
(Canada and Newfoundland)

THIS IS THE 1,336th ISSUE OF

CANADIAN GROCER

ONLY WEEKLY GROCERY PAPER PUBLISHED IN CANADA

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII. PUBLICATION OFFICE: TORONTO, JULY 18, 1913 No. 29

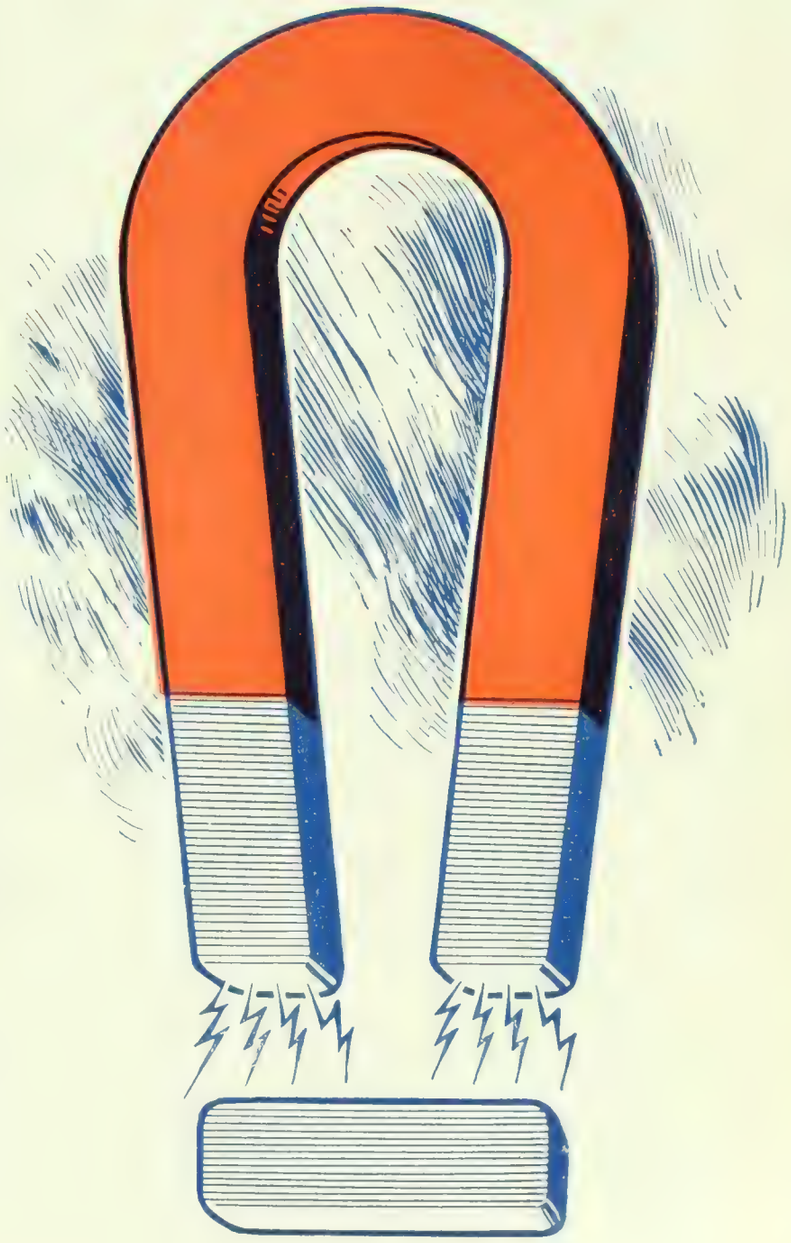
The Law of Attraction

works double in the case of

Post Toasties

Good advertising attracts the first sale; but what counts more than advertising is the delicious "toasty" flavour which makes **Toasties** a home favorite, and keeps customers coming.

Then there's the attraction for grocers—Quick seller—Good profit—No risk—Sale of every package guaranteed.



Post Toasties Pull Clean Profit

"When Merit is the Measure, We Win."

Something Worth Knowing

UPTON'S
PURE FRUIT JAMS

have been on the market but a few months and already our friends in the trade are telling us of their huge success.

Have you had any as yet?

As a grocer,—you owe it to yourself and to your customers to carry these goods in stock at all seasons of the year.

THE QUALITY SPEAKS FOR ITSELF

but as a matter of information we want to tell you that these goods are absolutely pure jams to which pure apple jelly has been added. Owing to the present low price of sugar, we are enabled to introduce these goods at prices at which compound jams were previously sold.

Insist upon these goods from your jobber or write us.

THE T. UPTON CO., Limited

SALES DEPT:
ST. CATHARINES, ONT.

FACTORY AT:
HAMILTON, ONT.

Old Sol has just begun to warm things up—

and the thirsting public are looking for a delicious drink that will refresh and quench their thirsts.

"Stower's" Lime Juice Cordial is the drink that appeals to the majority. It keeps the blood and digestive organs in excellent state, refreshes and invigorates during the hot days.

"STOWER'S" Lime Juice Cordial

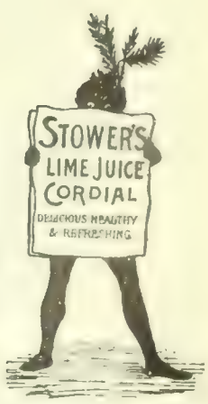
is prepared from the freshly squeezed juice of the Lime Fruit with every impurity carefully removed. *It will not ferment and is sweetened with the best refined sugar.*

It is up to the grocer to supply this thirst quencher during the hot summer season and to get the fullest share of business and profits. "Stower's" Lime Juice Cordial should be made the leader.

Order now.

As supplied To His Majesty The King.

As supplied To The British House of Commons.



Arthur P. Tippet & Company

Agents

Montreal *Toronto*

Ha! Ha! Ha!

Brother Grocer, I have always been satisfied, since I commenced handling

Wagstaffe's Jams

Their Strawberry Jam is de luxe.

The Best Seller **The Best Quality** **Best Value**

The line of least resistance. Strawberry crop not half a crop.

Get Your Order in Early

Wagstaffe Limited - - Hamilton, Canada

BORDEN

BRANDS

LEADERS OF QUALITY

Borden Milk Co., Limited
"Leaders of Quality"
MONTREAL
Branch Office: No. 2 Arcade Building
Vancouver, B.C.

GET THE HABIT

of Delivering Your Eggs Safely—at a Profit—and to the Complete Satisfaction of Your Customers

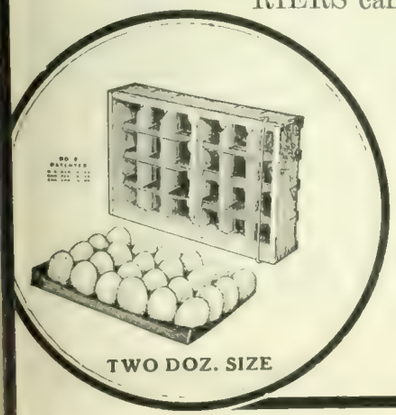
STAR EGG CARRIERS and TRAYS Do This—

They are an economy you cannot afford to be without — an economy, because they PAY FOR THEIR OWN INSTALLATION and continue to make you PROFITS on your delivered egg trade, all through their long life.

STAR EGG CARRIERS and TRAYS insure you against egg breakage, miscounts, and save your time and that of your clerks—Can you afford to be without such necessities as these?

As the STAR EGG CARRIER DIVISIONS can be renewed at little cost, your STAR EGG CARRIERS can be kept absolutely sanitary while at the top-notch of efficiency.

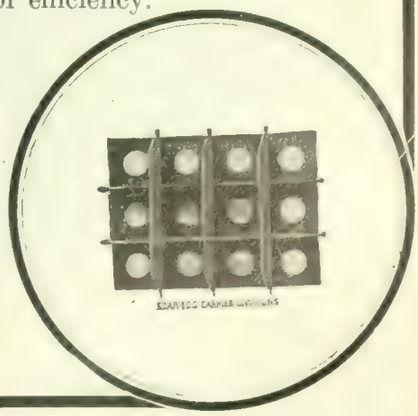
Let a USER tell you about them—He's our best advertiser—We know you will want to order STAR EGG CARRIERS and TRAYS from your Jobber, at once. DO IT TO-DAY.



IF YOUR JOBBER CANNOT SUPPLY YOU, WE WILL.

Star Egg Carrier and Tray Mfg. Co.

1500 Jay St., Rochester, N.Y., U.S.A.



Advertised Goods Increase Selling Speed

They remove the necessity for argument. The purchaser has been introduced through the ad. and knows them, —knows **E.D.S.** fruit products, has confidence in them and buys them. Moreover, an **E.D.S.** sale does not stop here, it's just the beginning of a steady demand.

E.D.S. Jams, Jellies, Marmalades, Catsups, Raspberry Vinegar, etc., are known for their **absolute purity** and deliciousness. **E.D.S.** Jams and Jellies have the approval of the Government Chemist for purity, see Government Bulletin No. 244. **E.D.S.** lines are advertised in Street Cars, Magazines and Newspapers the country over—pick up any good periodical and you will see the **E.D.S.** ad.

Made only by

E. D. SMITH & SON
LIMITED
WINONA, ONTARIO

AGENTS:—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.

ONLY whole, ripe, firm Tomatoes - the kind that you use whole on your own table —are good enough for E. D. Smith's Tomato Catsup.

E.D.Smith's Tomato Catsup

is an appetizer and a relish for all luncheons or dinners.

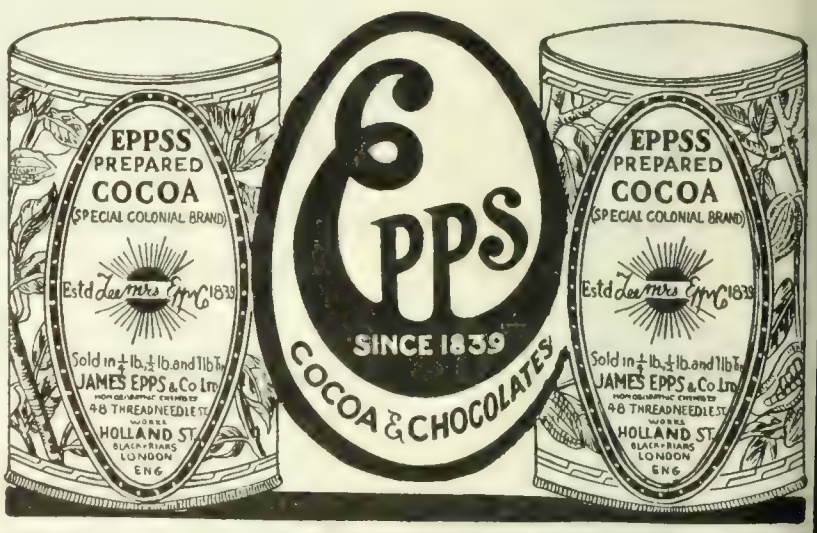
John Gray & Co., Limited

Glasgow Scotland

1 lb. Floral Glass

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn, 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 47 Wellington St. East; Ottawa, E. M. Lerner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.



EPPS COCOA

"THE BEST EVER SINCE 1839"

EPPS COCOA IS MADE FROM THE FINEST SELECTED COCOA BEANS AND BY OUR SPECIAL PROCESS THE HIGHLY NUTRITIOUS BUTTER OR OIL CONTAINED IN THE NATURAL COCOA IS MADE SOLUBLE AND EASY FOR DIGESTION.

We have just received a supply of most attractive advertising matter and samples.

Write to-day—for YOUR share.

SAMPLES AND SPECIAL ADVERTISING FREE

JAMES EPPS & CO., Limited, LONDON, ENG.

25 East Front Street Toronto

How to Make More Money With Canned Peas

There is an impression in some quarters that Canadian Peas are not procurable in the finer grades. This, of course, is an entirely erroneous idea,—Dominion Canners, Limited pack Peas in four grades, all Peas of these grades being thoroughly sieved, washed, and carefully picked over.

Dominion Canners' (Ltd.) Peas are graded as follows: —

First, finest grade, sieve No. 1, sometimes sold as "Petits Pois," "Extra Sifted," "Petits Pois Fin" or "French Sifted".

Second, next finest grade, known as sieve No. 2, and generally labelled "Sweet Wrinkle", also sometimes known as "Little Gem".

Third, sieve No. 3, generally labelled "Early June". Also occasionally as "Sifted June".

Fourth, sieve No. 4, generally known as "Standards", and occasionally as "Marrowfats", "English Garden", etc.

NOTE.—The finer the grade the smaller and more tender the Pea.

"Years ago Peas were sold under one grading, the Peas in the cans being of all sizes, and it was impossible to produce a good product. Even yet some packers, not having the necessary machinery, pack their Peas in this way.

A great deal of expensive machinery is required to facilitate the sorting out the Peas according to their proper grades, and that is one of the reasons why the finer grades cost more than the coarser.

The 'Dominion Canners' operate the most complete Pea canning plants in the world, and their process is mechanical from the field to the can.

The 'Dominion Canners' claim for their Peas, that they are greatly superior to the Green Peas which the ordinary Householder is able to secure on the market or from the green Grocer, because they are **canned, almost without exception, within a few hours after they are picked,** whereas the other Peas are usually several days' old before reaching the Householder, and consequently they are hard and tasteless.

It will pay you well to study the "Pea Question" closely and to figure out for your own satisfaction, that **you can make a far better margin of profit by selling your customers the finer grades.** Therefore, you should **instruct your salesmen** in all cases where Householders ask for Peas, to call their attention to the superior quality of the finer grades, and the better satisfaction they will have by paying the small additional price for the better quality.

Note particularly that you will pay **only 2½c. per dozen tins more for 'Dominion Canners' "Early June" Peas than for their "Standards," and 2½c per dozen more for their Sweet Wrinkles than for their "Early Junes." Suppose you ask only 1c. more on each can of "Early Junes," your profit is 9½c. per dozen tins, over and above what you would make by selling "Standards."** If you sell the "Sweet Wrinkles" at a price of 2c. per tin over "Standards" **you make an additional profit** over what you would make by selling "Standards" of **about 19c per dozen,** and you have the satisfaction of knowing that your customer is getting excellent value for her money.

When placing your orders for Peas, see that you order a liberal supply of the finer grades.

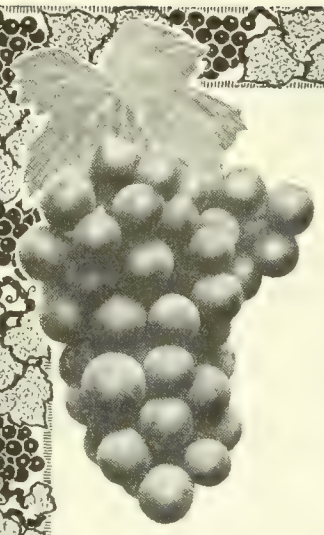
The 'Dominion Canners' purpose making the difference in prices between these grades as small as possible, in order to **encourage the consumption of the finer grades.**

If you will write the 'Dominion Canners, Limited', Hamilton, they will send you samples of their labels, and explain to you more fully how you can make more money by selling the finer grades of Peas.

Yours faithfully,

DOMINION CANNERS, LIMITED.

Hamilton, Canada.



You can't find so satisfactory a Grape Juice to sell your trade as

Welch's

Grape Juice

Other Canadian Grocers find Welch's profitable—why not you?

You need not hesitate to recommend and sell Welch's Grape Juice to your customers—it contains nothing but the pure juice of the best selected grapes—we put nothing in it, either to alter its color, its taste or its keeping qualities—not even sugar is added—it is guaranteed pure, wholesome, delicious.

New users will first purchase one or two bottles, then you will sell it to them by the case—you turn your money quickly and make a nice profit.

Make up your mind you will sell Welch's from now on. Write to-day for prices and names of Canadian distributors. We furnish attractive display material.

The Welch Grape Juice Company, Westfield, N.Y., U.S.A.

The Service That Covers All the West

—The Royal Shield Service

This brand of goods has made a vast number of friends, both among the Western trade and the consumers.

Grocers everywhere are pushing Royal Shield Brand to our mutual satisfaction. It comprises the purest of products, which have a very ready sale.

Our service is the best, for our representatives cover their territories often and ship from the nearest of our six shipping points. Try "Royal Shield" Brand Service.

Campbell Bros. & Wilson, Limited
WINNIPEG
WHOLESALE GROCERS AND IMPORTERS

Campbell, Wilson & Adams, Ltd.
SASKATOON

Campbell, Wilson & Horne, Limited
CALGARY, EDMONTON & LETHBRIDGE

Campbell, Wilson & Strathdee, Ltd.
REGINA

Clark's Pork and Beans

Plain Chili Tomato Sauce

We think, Mr. Grocer, that you will agree with us that QUICK RETURNS are essentially a first consideration in the creation of a profitable business. The more often you turn over your capital in a given time, the greater in proportion will be your PROFIT.

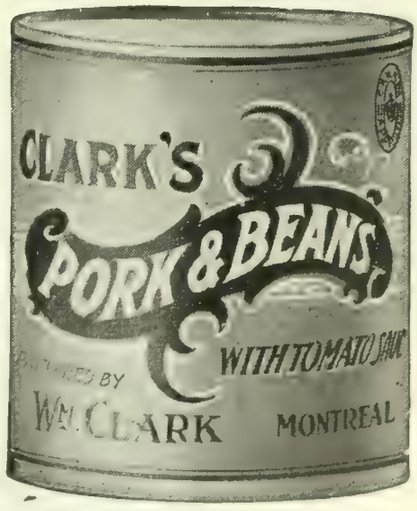
Clark's Pork and Beans

Will Earn for You This Greater Profit

Because they are extensively ADVERTISED, the public know them and ask for them.

Because they have the QUALITY to back up the advertising and hold your customers.

Because you can sell MORE CLARK'S than any other brand.



Clark's Beans Mean Quick Returns:
Quick Returns Spell Profit and Success.

W. CLARK, - MONTREAL

CANADIAN NATIONAL EXHIBITION

TORONTO, August 23 to September 8, 1913

Charles Bond, Limited

Manufacturers of High Class Chocolates

BRISTOL, ENGLAND

Stall in Manufacturers' Building

Carsons, Limited

Manufacturers of Highest Grade Pastilles, Gums and Cachous.

Glasgow Scotland — Shortwood Gloucester — London England — Melbourne Australia

Stall under the Grand Stand

For information relative to above exhibit, please apply to

Mr. J. P. Wright

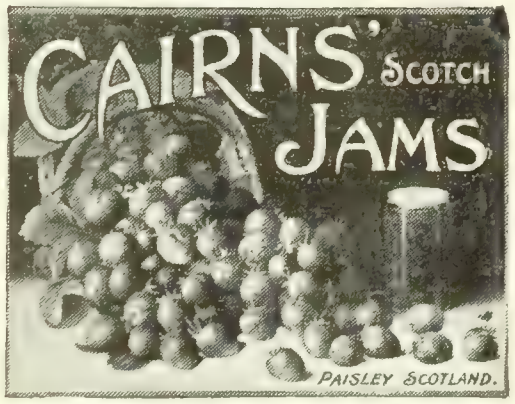
Queen's Hotel **TORONTO**

---

that fruity deliciousness

is all in Cairns' fresh fruit products. Your customers at once realize this and give Cairns' a permanent position on their tables.

These same quality features have appealed to the tastes of Royalty and Cairns' Scotch Jams, Jellies and Marmalades have the distinction of serving by Royal warrants of appointment: His Majesty King George V; His Majesty The King of Spain; Her Royal Highness the Crown Princess of Sweden; and for 23 years to Her Late Majesty Queen Victoria.



ALEXANDER CAIRNS & SONS

PAISLEY, SCOTLAND

Canadian Agents:— SNOWDON & EBBITT, Montreal. McLEOD & CLARKSON, Vancouver.

Litster Goods

are made good enough to guarantee. They recommend themselves and sell themselves wherever introduced. Is the best any too good for your trade?

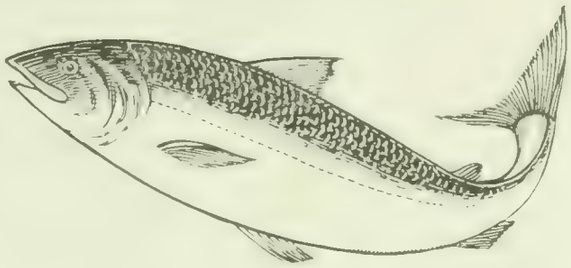
Litster Pure Food Co.,
Limited

TORONTO

SALMON

FINEST BRITISH COLUMBIA

SOVEREIGN **SOCKEYE** **HOLLY LEAF**



Anglo-B.C. Packing Co., Ltd.

H. Bell-Irving & Co., Ltd.
VANCOUVER, B.C.

Caught in Salt Water and Canned Immediately.

Quality is Our First Consideration.

Protection from the Summer Heat

This is not an advertisement of a summer resort, but a straightforward talk to grocers who are not observing the best method to big cheese profits.

Summer heat, flies, and insects go together—all are destructive to cheese and deteriorating to its value. This is the remedy—

The Perfection Cheese Cutter and Cabinet

It is the only properly sanitary and absolutely practical device for retaining cheese in a store in summer. *CHEESE* has to be displayed well to sell it. Get a wood and glass cabinet that displays and protects the cheese at the same time.

Write us to-day for further convincing proof of the PERFECTION CHEESE CUTTER as a summer guardian of your cheese.

American Computing Co. of Canada

Hamilton Canada

Made in Canada

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store —and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED

WALKER PATENTED -BINS-

Berlin, Ontario

REPRESENTATIVES:
Manitoba: Watson & Truesdale, Winnipeg, Man.
Northern, Sask.: North-West Specialty Co., Saskatoon, Sask.
Southern Sask. and Alta.: J. N. Smith, Box 695, Regina, Sask.
Vancouver: Western Plate Glass Co., 318 Water St.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED -BINS-

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.

Don't Overlook a Good Quality Trade

People will deal at your store regularly, provided you can supply their wants. One of them surely is CARR'S BISCUITS, and no better or surer article could you find to cinch their business. It's the quality that is unequalled. **Try a stock.**

CARR & CO. CARLISLE ENGLAND

AGENTS—Wm. H. Dunn, Montreal and Toronto; Hamblin & Brereton, Winnipeg and Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.

By Royal Letters Patent

NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen, can be obtained from

W. G. PATRICK & CO. LIMITED

St. Paul St., Montreal.
York St., Toronto.

Persistent, forceful, attractive, advertising led the people of Canada to try COWAN'S PERFECTION COCOA. Its perfect purity and delicious flavor has made them all regular users.

The result is that Cowan's Perfection Cocoa is sold from the Atlantic to the Pacific, and there is more of it sold than any other brand.

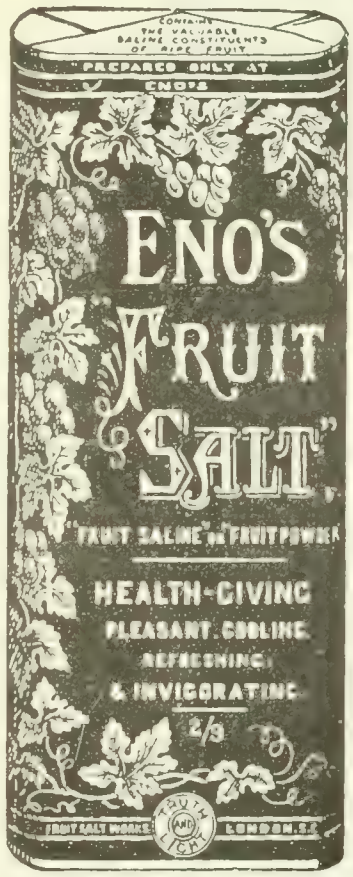
The Cowan Co.

Limited

Toronto, Ontario

Every Household and Travelling Trunk ought to contain a bottle of

ENO'S "FRUIT SALT"



A gentle natural aperient that stimulates the organs of elimination.

A delightful sparkling draught that children like, that invalids can safely take without fear of griping or weakening effects.

Travellers need this valuable preparation to prevent sea-sickness, train-sickness, and illness caused by sudden changes of water or climate.

If you suffer from Constipation, Biliousness, or Indigestion, the regular use of

ENO'S "FRUIT SALT"

will promptly correct the disorders and greatly improve your general health.

This world-famous aperient has been in use for forty years, and to-day stands unrivalled.

"It is not too much to say that its merits have been tested from Pole to Pole, and that its cosmopolitan popularity presents one of the most signal illustrations of Commercial enterprise to be found in our trading records."

Sold by Chemists and Stores throughout the World

Prepared only by

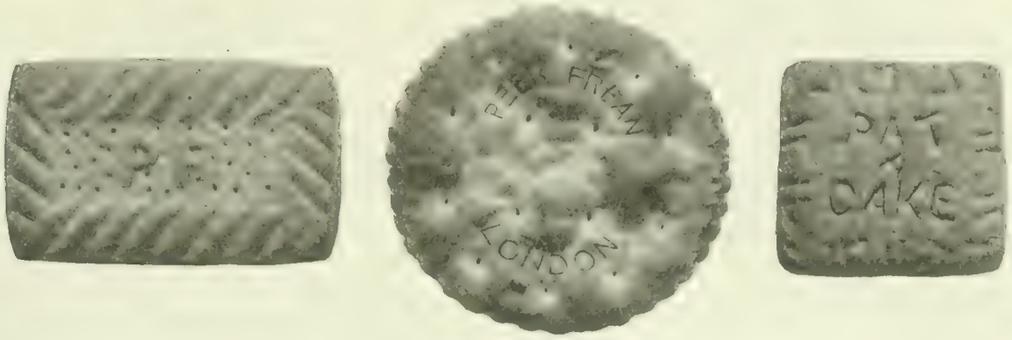
J. C. ENO, Ltd., FRUIT SALT WORKS, London, S.E.

A woman may not mention "Chase & Sanborn" when she asks for Coffee the first time—but if you make the suggestion she will thank you for it—and come back for more.

Chase & Sanborn

MONTREAL, QUEBEC

THREE VERY POPULAR BISCUITS



P.F SHORTCAKE — Delicious shortbread biscuits. About 32 to pound. About 325,000,000 sold first year.

GOLDEN PUFF — Very light and flaky. About 42 to pound.

PAT-A-CAKE (reg'd) — Dainty shortbread squares. About 60 to pound. Over 425,000,000 sold in one year.

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Toronto—The Harry Horne Co., 309 and 311 King St. West, Toronto.
Ottawa and Eastern Canada—Frank L. Benedict & Co., Read Building 45 St. Alexander St., Montreal.

PEEK, FREAN & CO., Limited, Biscuit Manufacturers

LONDON - ENGLAND

White Swan Spices

are the world's best. Years of experience, in buying, grinding and packing, enable the producers of the **White Swan** line of spices to offer to the buying public, spices of the highest quality and absolute purity.

Dealers of QUALITY goods, stock and feature the White Swan lines—they sell at a good profit and always give fullest satisfaction.

Order from your wholesaler or direct

White Swan Spices & Cereals Limited

Toronto, Ontario

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

Japan Teas on Spot
Congou Teas on Spot
Ask for samples.

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

Import—Export 'Phones { Office 2190 / Residence 1556

NORMAN D. McPHIE
MERCHANDISE BROKER
COMMISSION MERCHANT
MANUFACTURERS' AGENT

Handling General Grocery, Spice and Produce Lines

Federal Life Building
HAMILTON, - Ont., Canada

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents
and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

CONVENIENT, MODERN, WAREHOUSING
at Ottawa, tracks at the door, connection with steamers. Fireproof. Excise Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.,
46-52 Nicholas Street - - Ottawa

When writing advertisers kindly mention having seen the advertisement in this paper

WESTERN PROVINCES.

ORR & McLAIN
Importers, Buyers
and
Manufacturers' Agents
Domestic and Foreign Agencies Solicited
507 Confederation Life Building, Winnipeg

H. P. PENNOCK & CO.,
LTD.
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturers wanting live representatives.

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

Eastern Manufacturers Limited
Manufacturers' Agents,
Saskatoon, Saskatchewan.
Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established. 15 Years
Domestic & Foreign Agencies Solicted

HOLLOWAY, REID & CO.
Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

WESTERN PROVINCES—Continued.

W. H. Escott Co., Ltd.
Wholesale
Grocery Brokers
181-183 Bannatyne Ave.
Winnipeg, Canada
Branches Covering
All the Wholesale Centres in the West
Western Agents for
"Shell Brand" Castile Soap

NORTH-WEST SPECIALTY CO.
Manufacturers' Agents
Cover Saskatchewan completely. All large centres visited monthly. Open for agencies for all kinds of Store Fixtures and Specialties. Warehousing facilities.
Suite 109 Willoughby-Sumner Block
Saskatoon, Saskatchewan.

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines, Domestic and Foreign agencies solicited.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS
and
MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

Manufacturers' Agents and Brokers' Directory

(Continued.)

Western Provinces—Continued.

SIMPSON PRODUCE CO. Winnipeg Man.

Will be pleased to discuss with agents or manufacturers of Bakers', Butchers' or Grocers' specialties, the introduction of their lines to the Prairie Provinces—we go direct to the trade or through the Jobbers.
Dealers in High Class Produce and Provisions.

Simpson Produce Co. 248-252 Princess St. Winnipeg Man.

LEADLAY LIMITED
332 Bannatyne Ave.,
Winnipeg, Man.

Grocery Brokers & Importers.
"Eiffel Tower Lemonade."
"Foster-Clarkes Cream Custard.

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
352-6 Cambie St., Vancouver, B.C.

Can give strict attention to a few first-class Grocery Agencies. Highest References.

O'Loane, Kiely & Co., Ltd.
WHOLESALE GROCERY BROKERS
CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY
We cover British Columbia and Alberta
Head Office - - Vancouver, B.C.
Reference : The Bank of Montreal.

WORLD RENOWNED

BRAND STUHR.

STUHR'S
GENUINE CAVIARE,
ANCHOVIES IN BRINE
(Salted Sardels).
In Tins and Glasses.
"Please ask for our offer"
C. F. STUHR & CO., HAMBURG.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

SHIP YOUR CARS TO
FERGUSON'S SIDING

Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.

FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.

We have records in our vaults covering ten years' satisfactory service.

C. E. DISHER & CO.
WHOLESALE GROCERY BROKERS AND COMMISSION AGENTS
CANNED AND DRIED FRUITS, BEANS, SALMON
Victoria VANCOUVER, B.C. Calgary

E. O. CORNISH
COMMISSION AGENT
Canned Goods a Specialty
821 Pender St. W., Vancouver, B.C.

The CAMPBELL BROKERAGE CO.
Manufacturers' Agents and Commission Brokers.
We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.
857 Beatty Street . Vancouver B. C.

McCANN & LANGFORD
Winch Building Victoria, B.C.
Manufacturers' Agents and Commission Brokers.
We can give special attention to a few good agencies. Anything we handle we push
References: Bradstreets, Royal Bank, Union Bank.

The CHAMBERLAIN-DOWNEY Company, Limited.
Wholesale Jobbers & Manufacturers' Agents.
Grocery, Confectionery and Tobacco Specialties. Correspondence solicited on Domestic and Foreign Lines.
TRACKAGE AND WAREHOUSE,
1214 Homer Street, Vancouver, B. C.

When writing advertisers, kindly mention having seen the ad. in this paper.

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T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references.
Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

Every Merchant who handles—

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you
If you have a bad headache,
If you are feverish
If you do not sleep well,
If you are nervous
If you have Lagrippe
If you suffer from neuralgia
These powders are very good for children cutting their teeth
48 Powders for 25 cents
DIRECTIONS

knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. *Mathieu's Syrup of Tar and Cod Liver Oil is a specific in all forms of colds.*

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name .....
With (Name of firm) .....
Street .....
City or town .....Prov.....

Tartan BRAND

THE SIGN OF PURITY

COFFEE

GROWN, ROASTED AND BLENDED FOR GROCERS WHO VALUE SATISFIED CUSTOMERS

Royal Stewart
A blend of the highest grade to satisfy particular people.
Retails at **45c.**

Gordon
A blend of high grade Coffees, pleasant and satisfying.
Retails at **40c.**

Highland Lassie.
A blend of good Coffees to retail at **35c.**

Rob Roy
Cheap in price but worthy in quality.
To retail at **30c.**

BALFOUR, SMYE & CO., Wholesale and Manufacturing Grocers HAMILTON

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax, - N.S.

A Seasonable Line

OUR NEW

Sandwich and Salad Olive

all ready for the table

Pimento Stuffed
Celery Stuffed
Plain Pitted

in salad form

Ask your wholesaler for this 8 oz. bottle.
Retails at 25c.

Gorman, Eckert & Co.

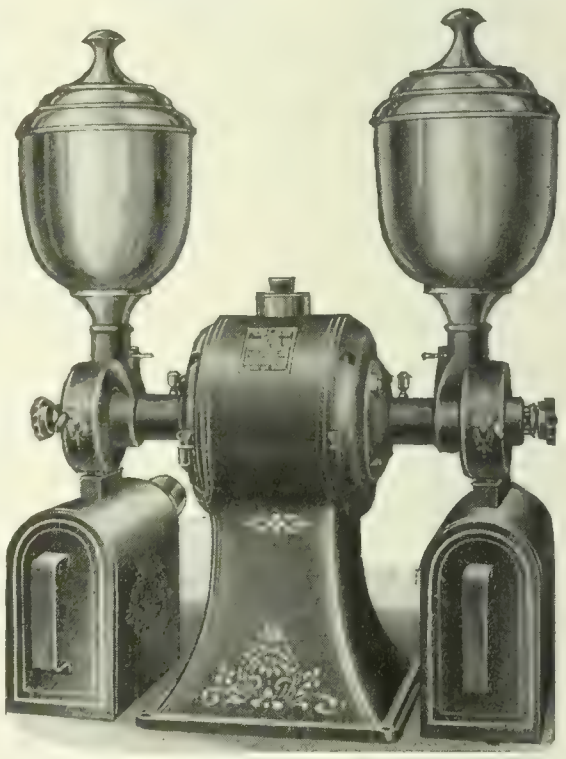
LONDON, ONTARIO

Western Selling Agents:
MASON & HICKEY, Winnipeg

More Than Ever in a Class by Itself

One of our 12 new models. Wouldn't it be a good idea then to look into the Coles? It ranks with the best and meets your price. 26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO.

1615 North 23rd St. **PHILA., PA.**

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

St. Lawrence Granulated

Now packed in three different sizes of grain

RED LABEL
Fine Grain

BLUE LABEL
Medium Sized Grain

GREEN LABEL
Coarse Grain

That's what awaits you if you start to handle

MESSINA LEMONADE POWDER

You can't go wrong with it. Just introduce it once and repeats will undoubtedly follow. There is no getting away from its superior quality.

The true lemon flavor refreshes and creates a desire for more. This desire will be a golden egg for you.

Don't miss **MESSINA.**
Ask your wholesaler.

Henri Jonas & Co., Montreal

Controlling interest offered in old established, prosperous, importing and jobbing business, with head office at Vancouver, B.C. Capital required, $20,000 to $25,000. Address R. M., c|o Canadian Grocer, Toronto.

BLACK JACK

QUICK
CLEAN
HANDY

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—
3 doz. in case

Link up with a high quality line of Jams

With the **L. & B. Banner Brand Jams and Jellies** on your shelves you have an unequalled quality article to offer your customers at a reasonable price. Absolutely contains only pure fruits and best granulated sugar—No impurities in **L. & B. Banner Brand.**

Packed in 2, 5, and 7 lb. gold lacquered pails and 30 lb. wooden pails.

Lindners
Limited
340 Dufferin St.,
Toronto
Phone Park 2985

REPRESENTATIVES
The Amos B. Gordon Co., Toronto.
Watt, Scott & Goodacre, Montreal.
H. D. Marshall, Ottawa, Ont.
C. A. Munroe, New Brunswick
W. H. Lyne Usher, Nova Scotia and Prince Edward Island.
H. Donkin & Co., Vancouver. Western Office at Winnipeg

HOLDS EVERY SIZE BAG FROM ¼ TO 10 LBS.

hangs right above the counter ready for use. Saves time, space and waste in bags. **No hole punching** or any extra trouble whatsoever, simply lay the bags in their respective compartments. Quicker service a certainty. No up-to-date store should be without one.

Selling Agents for Canada:
KILGOUR BROS.
21-3 Wellington St. W., Toronto

O. P. McGREGOR
Patentee and Manufacturer
411 Spadina Ave., Toronto

The Retailer in the System of Distribution

Illuminating Address Delivered by Mr. T. J. Tobin Before the Ad Club of Toronto and Later Before the Ad Club of Montreal. Mr. Tobin Was at One Time Manager of Canadian Grocer, Has Had Wide Experience in Connection With Other Trade Papers and in the Advertising Agency Business. He Is Now Advertising Manager of Canadian Countryman, a Consumers' Medium, and so Speaks from No Prejudiced Standpoint in Discussing the Relation of Advertising and Distribution.

Lack of co-operation between manufacturer and retailer has resulted in great waste in advertising. Because the retailer's interest and selling influence were not sought, manufacturers have had to spend a great deal more than would otherwise have been necessary to get and maintain a market for their goods.

The Retailer's Selling Power.

There could be only one logical reason for manufacturers refusing to give the dealer serious consideration, and that would be lack of real selling power —lack of real ability to influence the purchases of the consuming public.

Several years ago I became manager of a grocery trade paper and started out to interview manufacturers in regard to advertising designed to cultivate the good-will and co-operation of the retail trade. I was greatly discouraged to find that the average manufacturer didn't have a high regard for the retail grocer. I was repeatedly told that while they were spending considerable money on consumer advertising, they didn't propose to devote any to interesting the dealer. They were convinced that it wouldn't be worth while, because the grocer only sold what he was asked for —he was a mere distributor of merchandise that his customers demanded—a human slot-machine, as it were. I argued that there were at least 10,000 good retail grocers in Canada, and that surely they represented a selling power that every manufacturer would have to respect. I remember very well how a number of manufacturers ridiculed the idea. They told me I didn't know the grocer very well that he wasn't the sort of merchant who could be induced to give any worth-while assistance in creating demand among his customers.

I talked the matter over with the editorial staff of the paper in question, and we sent men out through the trade to investigate actual conditions, and to find out if the retail grocer really was a salesman or merely a human automaton that responded only to consumer demand—a man without self-respect sufficient to make him assert his individuality—a man with no realization of his possibilities as an important factor in the system of distribution.

The result of that investigation proved to us that many hundreds of grocers had developed their salesmanship to a high degree of efficiency, and that they, not the advertising of manufacturers, were the dominating factors in their own business. Just as the manufacturer ridiculed the idea of the retailer being a creative salesman, so these retailers ridiculed the idea of their being obliged to sell only what the consumer called for, without reference to the profit the manufacturer was willing to give them, and without exercising their own judgment as to what goods might be best for their customers.

To stir up the entire grocery trade to a relization of the dealers' importance in the system of distribution, and to impress upon manufacturers the possibilities of the dealer as a salesman, we issued a 200-page special number entitled "The Selling Power of the Dealer." In it we had a number of the best grocers in the Dominion give actual instances of how their selling power was exercised to create larger and more profitable business. Any of you gentlemen who doubt the value of seriously cultivating the salesmanship of the retailer in the marketing of a grocery product would find it worth while to look up the file of the paper in question and read the special number I have referred to.

The co-operation and good will of the dealer is desirable always, but it is more essential in connection with some lines than with others.

It is quite true that the dealer in most any line of business can be forced to carry certain lines of goods, but if he has to be forced, the manufacturer will get the benefit of only that demand from consumers that will not be satisfied with something else. The difference between what the dealer will sell because he is obliged to, and what he would sell if he tried to, is usually very considerable.

Consumer Advertising Doesn't Go Far Enough.

Allowing that the retailer places no obstacles in the way of consumer demand being satisfied, we must still conclude that consumer advertising does not go far enough.

For instance, let us take a table delicacy that is advertised generally. We'll say that the retailer never tries to substitute, but faithfully hands out this particular line every time it is asked for.

If the manufacturer of the delicacy in question were to make investigation he would find that few grocers were selling his product to more than a very small percentage of their customers.

Why is this?

The great majority of consumers probably regard this article as an unnecessary addition to their tables—as beyond their means—as an extravagance.

In a large number of cases, advertising alone will be unable to overcome this prejudice. Personal salesmanship is necessary.

And because a good percentage of people not now buying the article in question could afford it as an addition to their grocery list, and would become regular buyers of it were they persuaded to make the first purchase, it is essential that this personal salesmanship be brought to bear on the situation —the salesmanship of the dealer.

The retailer knows his customers and their buying capabilities. He is in a position to broaden the scope of demand for lines that do not come under the head of necessities, and, as well, raise the standard of the consumer's purchases of most staple articles.

An Arrogant Manufacturer.

I have in mind a manufacturer who adopted a decidedly arrogant attitude toward the trade. He advertised extensively to the general public, had a splendid article, and built up a large business. He never hesitated to say that he cared nothing about the retailer. "Why, the trade have got to handle my goods, whether they like it or not. So long as the general public want them, the dealer will have to handle them or lose good customers."

Because this manufacturer produced goods of splendid quality and advertised them liberally, the trade did have to handle them—at least a certain quantity of them.

The best indication of the fact that this manufacturer's selling policy

lacked something important is the phenomenal growth of a competing house within the last few years.

Naturally, the competitor sought out and attacked him at his weakest point. What do we find? The manufacturer first mentioned made no effort to cultivate the dealer's co-operation; his competitor made cultivation of the dealer the corner-stone of his selling policy.

Creating Demand and Actually Selling the Goods.

One of the largest knitting mills in the United States introduced a line of combination underwear for children. Similar garments for adults had been sold for several years, but up to this time the children's field had been untouched.

Some $30,000 was spent in an advertising campaign through several women's publications. The ads were good. They argued this way: "Your husband has worn combination underwear—and likes it; you wear it yourself and know how comfortable it is. Why not give your child the comfort you and your husband now enjoy. Why not buy the child Blank's Union Underwear?"

In that campaign the dealer had been ignored; and on this point hangs a very interesting story.

Just at the time the advertising started—and it did create interest among consumers—a second concern brought out a line of children's combination underwear. They set out to get distribution before going after the consumer. Their first attention was given to the dealer. Just when the retailers were experiencing consumer demand for children's combinations as a result of the first manufacturer's advertising, the second notified them through the dry goods trade papers of his new line.

In three months the second mill was 50,000 dozen behind in its orders on children's combinations, and this was accomplished without the aid of a single salesman. The mill in question doesn't employ any. The goods are sold wholly through jobbers.

This is a pretty good illustration of the fact that there is sometimes a difference between creating demand for goods and actually selling them.

The dealer must be treated fairly if his interest is to be enlisted in a manufacturer's selling plans. No one realizes better than he the power of good advertising to the consuming public, and he would prefer to co-operate with it if he is given a reasonable margin of profit for the work he's expected to do.

Outstanding Example of Dealer Co-operation.

One of the outstanding examples of what a manufacturer can do by liberal treatment of the retailer is found in the phenomenal record of the New York & London Drug Co., makers of Nyal's remedies. Go into any drug store in Montreal or Toronto, and note the display of this firm's goods. Ask the retailer about them, and see what a strong recommendation he will give. The big factors in this success are excellent profits to the dealer and satisfactory demonstration to him of the quality of the goods.

The manufacturer who neglects the retailer is foolish; the manufacturers who not only neglects him, but refuses to allow him a living profit, is more than foolish.

Some manufacturers have told me bluntly there isn't any use trying to cultivate the retailer, because he won't give them the benefit of his salesmanship under any conditions. That they are wrong has been proven time and time again by firms that have built up large businesses through reasonable persistent cultivation of the dealer's co-operation, coupled with consumer advertising.

Profit on Turn-over and Individual Sale.

In figuring the margin which he gets on goods sold over his counter, the dealer should estimate—and the manufacturer is justified in asking him to estimate—the profit received on the turn-over as well as the individual sale. Some lines sell more readily than others, because of their quality, plus liberal advertising, and, providing a fair profit is allowed, these are the goods it pays the dealer to push. These are the goods on which it will pay him, by his personal salesmanship, to broaden the scope of demand beyond the point which it is possible for consumer advertising to go.

Bring Manufacturer and Retailer Closer Together.

Advertising men can do a great deal to bring manufacturer and retailer closer together. Let us never be parties to encouraging manufacturers to minimize the importance of the dealer. Rather let us promote a better appreciation of the great possibilities that lie in cultivation of the dealer's selling power. Let us give due consideration to those good trade newspapers that are doing so much to educate retailers to organize and develop to a greater degree the forces that go to make up their ability to sell—to really create demand for worthy goods.

Just try to realize what a tremendous impetus would be given to the ecomical distribution of merchandise if even one-tenth of the retailers of Canada were to increase their selling efficiency by 5 to 10 per cent.

By all means let us do what we can to promote better relations between manufacturer and retailer. For the greater appreciation the manufacturer has of the selling work the dealer is capable of doing, and the more willing the dealer is to co-operate with the manufacturer, the better it will be for advertising and advertising men.

To be convinced that the dealer's active co-operation can be won, we have only to look about us at the concerns in Canada and the United States who have cultivated him in a sane, reasonable way—not by pampering him or giving him fat profit—but by producing goods of worth, allowing fair margin of profit, advertising extensively to the public, and furnishing the dealer with the right sort of sales help.

In conclusion, let me appeal to manufacturers to treat the retailer as a partner in the great scheme of distribution. Let me impress upon them that their best interest lies in assisting the retailer to attain the highest possible degree of efficiency as a merchant. By strengthening the position of the retailer, the manufacturer is strengthening his own facilities for economically securing and maintaining larger markets for his goods.

DEALERS HEAVILY FINED.

Convicted of the Charge of Selling Adulterated Pepper—The Retailers' Protection.

In Hamilton, Ont., during the past week three retail grocers were fined for selling adulterated white and black pepper. The sales were made to H. J. Dagar, Dominion Food Inspector, who laid the complaints. The fines in each case, including costs, amounted to $40. The pepper was found to be adulterated with pepper tissues and foreign stone cells.

In Newmarket, Ont., a grocer was charged also with selling adulterated black pepper. The fine imposed was $30, including costs. He pleaded not guilty, but acknowledged the sale to H. J. Dagar, the inspector who made the prosecution.

Edit. Note.—In this connection retailers should remember that if they demand and secure a warranty that the goods are pure from the manufacturer selling them they are immune from fines. This is their protection, and they should avail themselves of it in buying from houses not known to be reputable.

JAPAN TEAS

show a wonderful improvement in quality and price this season. There is no other tea more worthy of the jobber's attention at the present time from a MERIT and PROFIT standpoint.

FURUYA & NISHIMURA

Are You Protected Against Paying a High Price?????

If not, WE CAN PROTECT YOU. All are aware of the extreme scarcity of Strawberries this year. The result will be a high price asked for this year's pack of Pure Jams. Some will continue to sell at the old prices, but will reduce the quality of their lines in order to do so.

We can protect you with CHIVER'S QUALITY OF JAMS, ETC. for both immediate and fall delivery. We are now booking for fall delivery at a very attractive figure, as we placed our order several months ago. Those who have already placed their order with us are in many cases increasing their original orders as they fully recognize the scarcity there will be and know CHIVER'S JAMS, ORANGE MARMALADES, ETC., ARE SELLERS. Read the very interesting article in The Canadian Grocer which appeared in the number under date of June 27th last entitled "The Romance of an Orchard."

Get in touch with our travelers or write us direct, letting us know what your requirements are either for immediate shipment or for fall delivery.

FENWICK, HENDRY & CO.,

Importers and Manufacturing Wholesale Grocers

Kingston, Ontario

PURITY SALT

IF you are very particular in supplying the needs of your patrons you will give them only high and pure quality products.

In selling salt the particular dealer recommends and gives his customers PURITY SALT. Perfectly distilled and dried by the use of the most improved processes.

Purity Salt allows the dealer a good profit, and invariably gives satisfaction.

The
WESTERN SALT CO.,
LIMITED
COURTRIGHT, ONTARIO

"Remarkable Value"

considering the exceptional hand-cleaning qualities, and the moderate price at which it sells.

Gilmour's
Antiseptic
Hand Cleaner

(The Yellow tin with the goods in)

Not over-gritty, contains only quality ingredients. Most satisfactory profit. Attractive tin. Continual sales.

We pay freight on all orders of five gross or more to all points east of Port Arthur.

Write

THE GILMOUR CO.

604 PAPINEAU AVE., MONTREAL

AGENTS:

E. O. Cornish, Vancouver; Watson & Truesdale, Winnipeg; Fenwick & Hendry, Kingston; F. E. Roberge, Ottawa; G. W. Gorham, Halifax.

The demand for Red Rose Specialties increases the country over.

This demand on the part of the people and dealers in Western Canada has prompted us to appoint Western agents, and Western merchants can now get their supplies of

Red Rose Jellies
Red Rose Baking Powder
Red Rose Extracts, Etc.

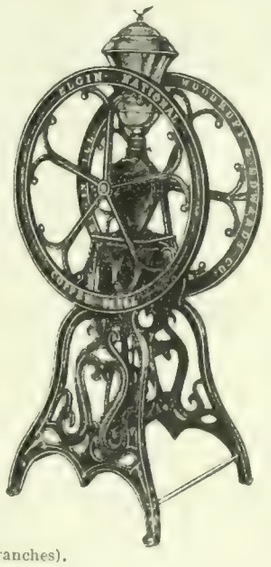
from Messrs. Orr & McLain, 507 Confederation Life Bldg., who carry a complete stock of these high-class lines.

A Trial Order is Solicited.

A. W. HUGMAN, LIMITED
MONTREAL

The Elgin Coffee Mill

Is made in all styles and classes to suit all requirements.



THE FIRST COST IS THE ONLY COST

The saving in the initial expense is only the beginning—there is no overhead expense for operation. A few turns and the coffee is ground, runs easily, grinds perfectly.

Ask any of these jobbers for our illustrated catalog.

MONTREAL—The Canadian Fairbanks Co. (and branches).
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
WINNIPEG—Blue Ribbon, Limited (and branches); The Codville Co. (and branches).
REGINA, SASK.—Campbell, Wilson & Strathdee, Ltd.
SASKATOON—Campbell, Wilson & Adams, Ltd.
EDMONTON, ALTA.—The A. MacDonald Co.
CALGARY—Campbell, Wilson & Horne, Ltd., and P. D. McLaren, Ltd.
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelley, Douglas & Co., Ltd.; Empress Manufacturing Co.

MADE BY **Woodruff & Edwards Co.**
ELGIN, ILL., U.S.A.

Oakville Fruits Only

Glassco's
Jams, Marmalades, Jellies *and* Catsups

are guaranteed to be the best products in Canada to-day

Every jar contains a product that is 100 per cent. pure—pure, fresh, ripe fruit and pure cane sugar—preserved under absolutely sanitary conditions by the most experienced skill that money can command.

Our strawberries are picked within a few minutes of the preserving plant, and picked only when ripened properly and naturally. We invite comparison with the finest brands you have in stock or can secure.

Send for a trial shipment to-day.

Don't keep it unless it is everything we claim. You owe it to your patrons to give them the best their money can command.

Glassco-Limited
Hamilton and Oakville

PRESERVING PLANT—OAKVILLE, ONT.
A complete stock kept in Winnipeg. H. W. Glassco & Co., Agents, Confederation Life Building.

Toronto: EBY-BLAIN, LIMITED.

The Food for Young and Old

NUTRITIOUS AND HEALTHFUL

Robinson's "Patent" Barley

is especially good for children up to the age of nine months. It is prepared from the finest fully matured barley.

Robinson's "Patent" Groats

a specially prepared food made from the best oats is a great favorite with the older folk and is for children over the age of nine months. These two foods are well known and used extensively by the better trade.

Stock up to-day on Robinson's "Patent" Barley and "Patent" Groats

MAGOR, SON & CO., Limited

403 St. Paul Street, MONTREAL 30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA

There is no doubt about it!

The Grocer who has a reputation for quality-service

sells

BENSON'S PREPARED CORN

for Culinary Purposes

and

SILVER GLOSS STARCH

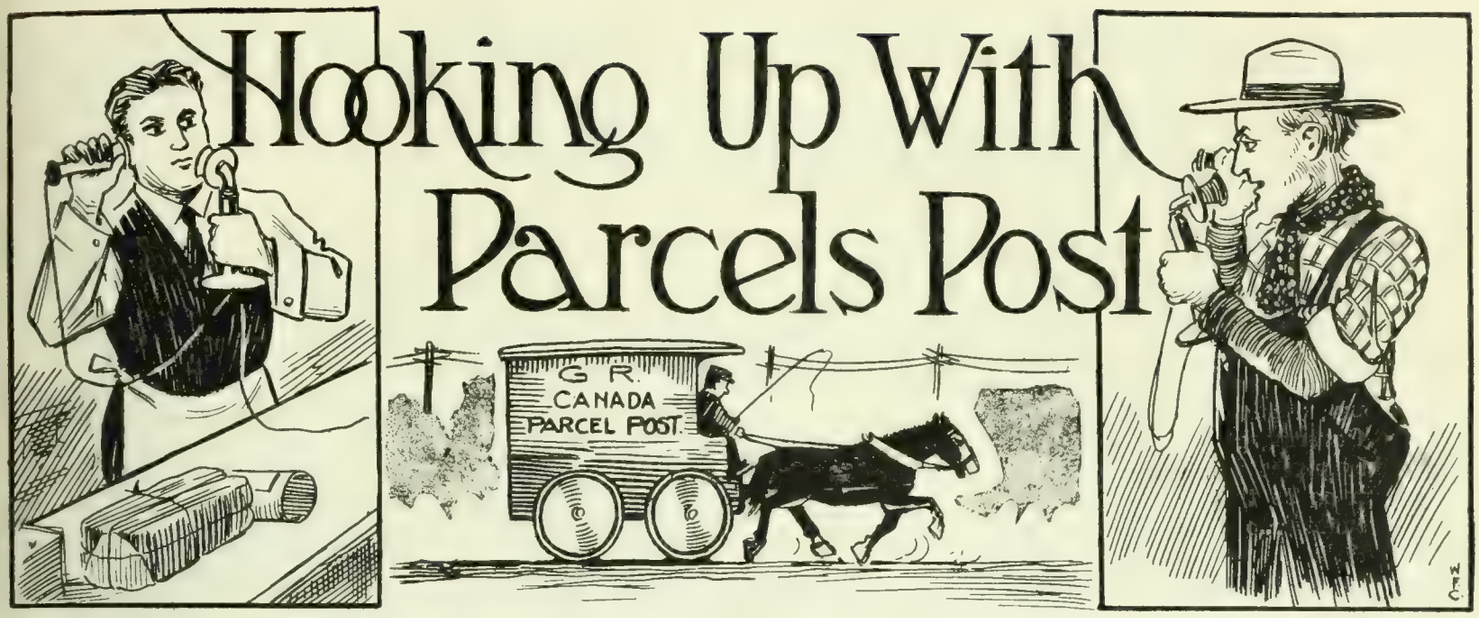
for Home Laundering

THE CANADA STARCH CO., LIMITED

Manufacturers of the EDWARDSBURG BRANDS

Montreal Cardinal Toronto Brantford Vancouver

Hooking Up With Parcels Post



Beginning of Series of Articles on How To Make the Most of This New Legislation—Now the Time to Commence Planning—Possibilities Open to Dealers Who Have Farmers As Customers.

Now that we are assured of parcels post in Canada, it is up to the trade to make the most of it. Dealers who will probably receive the greatest benefit are those doing an extensive trade with farmers in the outlying districts.

As previously explained, we have had thrust upon us the zone system and are somewhat glad of it. It is to be hoped that this will prove the salvation of the smaller traders at the expense of the large centralized mail order houses. It means that a merchant may mail parcels to customers within a radius of 20 miles from his post office at the minimum rate. On the other hand if the mail order house desires to send a parcel by mail outside of the 20-mile radius the higher rate must apply.

Every retailer, therefore, not in a mail order centre should distinctly remember this advantage and act accordingly. Just what the rates are to be, still remains a mystery. We have been assured, however, that the rate for the first zone is going to be fairly low.

Capitalizing the New System.

To "hook up with parcels post" when it comes into effect next January, and get the most out of the new legislation, should now be the problem to be solved. Plans should be underway at once, and to get them underway is the purpose of this series of articles.

That the parcels post trade with the farmer will be a lucrative one for those who use aggressive measures, goes without argument. Particularly will this be the case during the periods of his greatest activity—spring and harvest time. In the spring he is anxious to use every minute to get in the crop as early as possible. Horses are all wanted as well as men, so that his heart is almost broken if he has to lay off work or give up a driver to some one twice a week to go for provisions.

If in the spring he is busy, he is more so in harvest time. The grain must be cut when ripe and it must be drawn in before rain. All of this means that except in rainy weather it is scarcely possible for the farmer to get to town. If he does go, it is after hours when most stores are closed. Should he run out of provisions, often he is obliged to live on potatoes, pork and buttermilk. The result is the dealer loses considerable trade during these two periods.

A Good Looking Prospect.

Look at the possibilities that are open to the retailer with the Kings' men delivering goods through the country! Every day His Majesty's wagon passes the farmer's gate. With rural mail delivery now in many parts, this is an event eagerly watched for. With parcels post added on, it will be even a more important event to the farmer and his family. This means that little effort will be required to interest the farmer in purchasing goods from the town dealers and having them sent by post. The postage will not often be worth the cost of hitching up the horse, letting the hay or the wheat take a chance for a day and driving into the store.

The new system will be a great aid to the retailer, in regard to filling special orders quickly and with not too great expense in delivery.

Making It An Investment.

In future issues special methods for and ideas on making the most from parcels post will be gone thoroughly into. By using every available means to get as much trade as possible under the zone system, dealers will be sure to turn what at one time appeared to be a handicap, into a profitable investment.

With this issue there is begun a series of articles on Parcel Post. This will include many suggestions on how to capitalize on this new legislation when it comes into effect on January 1 next. When Parcels Post was first mooted, everyone thought of a flat rate for parcels all over the country. Instead we have a zone system to protect the local dealers. Local dealers, however, should not be content with protection. They must be aggressive and make the most from the new system. Watch this series of articles. Keep them on file where they can be secured at will. They will prove valuable.

NO STANDARD IN IRELAND.

Editor, Canadian Grocer,—Re article and letter in last week's Grocer on selling eggs by weight. I might add that in Ireland there is no standard weight for a dozen of eggs. They are all sold by weight, irrespective of size, but when they come below 24 oz. to the dozen the price is lower than for the larger sizes. The Canadian trade can have a great future if it is put on a proper basis. The quantities produced could supply Canadian demand and leave a big surplus for shipment to the Old Country. I appreciate the good work your most valuable paper is doing for the commercial trade of this country.

Yours,

Toronto. JAMES KEENAN.

Enormous Waste Shown in Egg Shipments

Need of Reform Emphasized by Results From Candling Several Cases—Number of Bad—Split and No. 2 Eggs Almost Alarming—Blame Is Attached Principally to the Producer—More Education Required.

"Is it any wonder eggs are dear?" remarked one of the largest buyers in Ontario to The Canadian Grocer, and he did not ask for information. It lay before him in the form of his daily reports from his candlers.

"Is it any wonder we dealers have asked the Government to establish public candling places in every city? If things keep on as they are egg buying will be brought into disrepute with the public and the market will be ruined. Look at the reports and see how careless the farmer is with his eggs. I wish you would impress on every grocer the need for educating the men they buy from in the country to take better care of their eggs. They would receive far more for their produce and the public would be able to buy at far less than at present."

What the Candling Showed.

The following are a few of the records of lots purchased as they proved up after being candled, and in every instance except one, the eggs were bought on the local country markets by buyers of this firm who are on hand every week, and give no excuse for holding the produce over for a fortnight:

Caledon East.—19 cases, 28 doz. and 8 bad; 16 doz. No. 2, 38 doz. splits.

Newmarket.—8 cases showed 12 doz. and 5 bad; 11 doz. and 3 splits; 35 doz. and 6 No. 2.

Bolton.—3 cases, 3 doz. and 9 bad; 6 doz. and 4 splits; 5 doz. and 5 No. 2.

Bradford—5 cases, 7 doz. and 4 bad; 15 doz. No. 2, 17 doz. splits.

From a country merchant—8 cases, 18 doz. and 4 bad; 12 doz. and 7 splits; 29 doz. and 9 No. 2.

In another instance there were 28 doz. and 8 an absolute loss out of 19 cases.

One Cause of High Prices.

Here is where the retail price to the consumer soars up: From only one of the above, the country merchant, could this firm enforce the "loss-off basis."

Blame on the Producer.

"Some of the editors of the daily papers talk absolute rot when they try to put the blame for the high price of eggs on the wholesale and retail men; the producer is the one to blame."

In its campaign for a better quality of eggs this firm is sending out the following circular:

Do you want more money for your eggs?

If so, observe the following rules:

1. Provide plenty of clean, dry nests for your hens.

2. Gather the eggs daily in cool weather and twice a day in hot or rainy weather.

3. Do not wash eggs. Use the dirty, small, very long and grass stained eggs at home.

4. Keep eggs in cool, dry place, which is free from odors.

5. Market your eggs twice a week if possible.

6. Don't sell your eggs which were found in a stolen nest.

7. Keep the eggs out of the sun when taking to town.

8. Don't keep eggs near oil, onions, etc., as they readily absorb odors.

9. Don't sell eggs known to be bad or which have been in an incubator. It is dishonest.

10. Male birds should not be allowed with hens, except for breeding purposes. After that period, kill roosters, save feed, and improve your egg product.

The carrying out of the above rules ensure more money for your eggs and an easy conscience.

"The retail dealers by testing the eggs before they send them out, instead of making their customers do this—at the table—and then charging up the bad eggs against the producers, can do more than anyone else to improve the production of eggs in Canada," concluded the dealer.

Association News

That North Battleford, Sask., is falling in line with several of the small towns west of Saskatoon by adopting the cash basis of doing business is the word brought to Saskatoon, Sask., recently by secretary H. J. Robinson on his return from the business men's trip.

Three or four meetings have been held by the North Battleford merchants, Mr. Robinson states, and the feeling is practically unanimous to give the system a trial. When the excursion passed through North Battleford, they intended testing it from July 1 for six months and a meeting was to be held the last of the week to finally adopt this schedule. Each merchant was to make a deposit of $50 which would be forfeited in case he gave credit. If the policy worked out satisfactorily during the six months, it would be adopted for extended periods.

The feeling was that, if the North Battleford merchants were satisfied, their brothers in Battleford would also adopt the system.

LEAKS IN CARTOON

Some purchaser is going to be short on the hand cleaner.

Finding Total Daily Credit Sales Easily

Grocer Reader Asks Information on How This Can Be Attained With Little Trouble When Merchant Uses Credit Register—Three Methods Suggested By Salesmanager of a Credit Register Company Which Obviate Necessity of Going Over Each Check Book Every Night.

The question of finding the total amount of credit sales each day without having to go over the entire list of counter check books every night, is the subject of appended letter and answer. This is a problem with which many dealers are confronted. Canadian Grocer took it up with a credit register firm and secured some good information in concise form on how to overcome the difficulty. Three methods are given. One is the using of a tally or score card with two columns, cash and credit, and the marking of each sale made under one or the other; the second, the use of a blue pencil to check off everything but credit sales, and the third the using of a triplicate check book.

Editor, Canadian Grocer.—Enclosed please find cheque for $2.00 for renewal of your valued paper.

I would appreciate it very much if you would have some one write an article in your paper giving suggestions as to the best way of keeping tally on the amount of the credit sales for each day when one is using the cabinet system of bookkeeping.

I have a cash register for my cash sales and use cash book for keeping account of all money paid in on account and have a cabinet for my charge slips.

If I wish to total my credit sales for the day I have to go through the cabinet and total each slip separately, as the past account has been added in, then total the result of each to get my sales for the day. This means too much work after closing time.

Your paper has always had such splendid articles along this line, that I feel sure you will be able to give me the information I require.

Thanking you in advance and wishing your paper the success it deserves, I am yours respectfully,

JAMES B. WILLITS.

Brantford, Ont.

Tally Card for Marking Sales.

If the merchant is using a counter check book, which has a tally or score card numbered from 1 to 50, the same as his counter checks books, with two columns, one for cash and one for credit sales, when the clerk makes a sale on credit it can be entered opposite the slip number on the tally card as a charged sale. If each clerk will keep track of their sales in this manner, the merchant would be able at night to take the different clerks' books and figure up the charged sales which would give him his total sales for the day. If he is using a cash register it would not be necessary for him to keep track of the slips that were made out for cash sales. By using two sets of books for the clerk, while one tally card was being audited the other could be used, and the following day while this was being checked up the balance of the previous book not in use could be turned back to the clerk who was using it the day before, or in fact, to any clerk.

Checking Off Cash Transactions.

Another way of finding the charged sales would be by taking a heavy blue pencil and checking the last slip in the cabinet, say in the right hand corner, and going over the system each day the only slips he would have to audit are the ones not checked with blue pencil—of course, glance underneath and see how many had been checked. There might be two or more slips in for each customer, and by taking the total of each slip, all he would have to do is check it again and it would be ready for the next day. He would only have to total those which were not previously checked with the blue pencil.

Using Triplicate Check Book.

Still another and probably a better way, would be by the use of the triplicate counter check book. If a merchant were to use the triplicate book, he would have one copy for the customer, one copy to go in the cabinet and the remaining copy would either be left in the book or filed on a spindle file until the end of the day's business. This would not only give the merchant a chance to take off his sales, but would also show him the exact amount of business that had been done in each department in the store.

It would also give him the information as to just what each clerk had sold, whether they had the right price of goods sold, and as to whether they were selling a line of goods that were showing the merchant good profit instead of selling staple articles that were easily sold and handled sometimes at a small profit.

If the merchant's cabinet were so arranged that it was handled both alphabetically and numerically, and by using the triplicate pad he could have a small box file numbered the same as his customers' accounts were numbered in the cabinet and at the end of the day's business when checking over the triplicate copy the different slips could be filed back of their respective numbers in box file which would correspond with the number in the cabinet. At the end of the next day's business he would take off all the slips of the customers' accounts with whom he had transactions on that day and at another glance could tell whether the right amount had been carried forward or not, which would assist him in auditing the new slip for box file, which he would place back of the number destroying the old one from the previous day. This, in addition to giving him all the information as previously stated could assure him there were no slips lost or mislaid, as the total carried forward would be a check on the clerk, bookkeeper, etc.

Grocers' Letter Box

Editor, Canadian Grocer,—Kindly advise us where we may secure quart boxes for berries (wooden).

W. W. W. & Co.

Centreville, N.B.

Editorial Note.—The Oakville Basket Co., Oakville, Ont.; Meyer-Thomas Co., Montreal; G. & J. Esplin, Montreal; Holmes & Arpin, Montreal; and Erie Basket Co., Leamington, Ont.

The CANADIAN GROCER

Established 1886.
Only Weekly Grocery Paper Published in Canada.

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John Bayne MacLean - - President.

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Winnipeg—34 Royal Bank Building. Phone Garry 2313.
Vancouver, B.C.—2649 Third Ave. West, H. Hodgson.

UNITED STATES—
New York—R. B. Huestis, 115 Broadway, New York, Telephone 8971 Rector
Chicago—A. H. Byrne, 140 South Dearborn Street. Phone Rand 3234.

GREAT BRITAIN—
London—88 Fleet St., E.C. Telephone Central 12960. E. J. Dodd

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TORONTO, JULY 18, 1913

LOWER SALMON PRICES EXPECTED.

Salmon fishing has already commenced on the Northern rivers of British Columbia and activity on the Fraser will soon begin. Prophecies that the quotations will be as high as last year do not seem likely to be realized. On the contrary, advices received by The Canadian Grocer lead to quite the opposite expectation. It is stated that the British Columbia Packers Association of Vancouver, B.C., who have not opened prices, do not intend to quote for some time. The idea is to allow supplies to move out of the hands of the wholesalers and retailers and save them from loss in view of the low prices expected for this year's pack. Agents representing the packers are positive in the opinion that quotations this year will be much lower than last. "Thirty cent salmon" will likely, therefore, be a conspicuous absentee from the lists of 1913.

SERIES ON PARCELS POST.

Dealers doing business with farming communities would be well advised to study the series of articles on "Hooking up with Parcels Post" beginning in this issue. The bill has passed the House of Commons and we are promised that the legislation will be put into practice with the beginning of the year 1914.

It is not wise to delay plans for meeting the new conditions until they are among us. Delay means loss because the other fellow is going to get there first if you do not.

Parcels Post will mean that parcels weighing not more than eleven pounds, with certain restricted dimensions, may be posted and delivered by the King's mail carriers at a fairly cheap rate per pound. It will at once be seen that where there is rural mail delivery and rural phone systems, there are splendid possibilities for getting extra business during the farmers' busy periods.

Some of the methods that may be utilized will be dealt with fully in future articles of the series. These articles should be kept on file until completed and then plans should be perfected to get after the new business. Don't wait until Christmas. Merchants are too busy then selling goods to do much planning. Now is the time to lay the foundation stones.

PHOTOGRAPHING THE WINDOW.

Every clerk and dealer who enters the summer goods window dressing contest announced in Canadian Grocer a couple of weeks ago should make arrangements to get the best possible photograph. The judges have only the pictures and the descriptions of the windows from which to make their decisions, so that while the best photographs do not necessarily win the prizes, they sometimes go a long way towards that end.

The following suggestions and instructions given by a commercial photographer will prove helpful:

To get the best possible picture of a window display it should be taken at night.

The light in the window should be fairly strong, Tungsten lamps being preferred. Strong gas light or an arc light are also good.

All lights in the window should be concealed with the goods well lighted.

Photographs should be taken on a calm night as a strong wind vibrates the camera which should remain absolutely steady.

Photographer should stand just far enough away to get the window only in the picture.

The average length of exposure for a night picture is from 10 to 25 minutes, the time depending on strength of light in the window and the colors. Some windows, however, have to be exposed from 30 minutes to an hour, this applying more particularly to dry goods where dark cloths against dark background are shown.

Prints should be made on glossy paper, as better results are secured by the engraver from this than from a dull finish. Pictures for reproduction in this paper should be about 8 inches by 10 inches in dimensions and unmounted.

The reason why a photograph should be taken at night is obvious. It entirely prevents reflections and therefore does away with the greatest trouble. It does not matter whether people pass between the window and camera or not, although no one should be allowed to stand in front of either for any length of time. This would darken and dull a portion of the picture. A flashlight of a display at night seldom producers good results and should be avoided.

When lights are placed high up in the window, they can often be concealed by pulling down the curtain. Otherwise they should be covered so that they still shed light on the goods but that they cannot be seen by the photographer. Unless they are concealed the photograph will be blurred.

If the photograph must be taken during the day, it should be secured when the sun is shining directly on this window. This tends to kill the reflections. A sure method of preventing reflections in day time is by the use of a screen erected on two poles just behind the camera. The best color to use is turkey red with black coming next. This may be simply a light cheese cloth or sheet held up by a couple of poles so as to prevent the rays of light from across the street entering the window. The camera should, if possible, be placed in a hole in the centre of the sheet; next best, the photographer should stand in front of it.

AN UNFAIR COMPARISON.

It is high time that grocers' associations took up the cudgels against misrepresentations by daily papers. Herewith is reprinted a most obnoxious cartoon from no less a journal than The Globe, of Toronto, which ought not to be allowed to pass unchallenged. It draws a comparison between the fight among the Balkan allies them-

selves and a hoped-for quarrel—so far as The Globe is concerned—among the trades selling foodstuffs to the public.

Such silly twaddle is unbecoming of even a much lesser light in Canadian journalism than the paper in question. Contrary to the knowledge of everyone who thinks, the retailer is held responsible for this meagre size of the market basket of the consumer.

This is all nonsense, as far as the retail grocer is concerned, at any rate. There probably never was a time when he was getting as less net profit on staple articles as at present. Prices on foodstuffs in many cases are undoubtedly high when compared with a few years ago, but it certainly is not due to the retal dealer. Anyone who has studied retail conditions at all, know that when wholesale prices on rapid selling staples advance, the dealer's profits decline. Competition is so keen that he can only

NEARER HOME

get a certain margin in cents on these goods above cost. If he asks more a competitor gets the business. If he must stay in the business he must, of course, make a better profit on the luxuries, but the general public is not compelled to purchase these. They are not absolutely necessary to one's existence.

To even insinuate that the retail trade is combining to unduly enhance prices is pure recklessness. There probably never yet was a town or city in Canada where even all the grocers could be got into one association, and it would be sheer folly—if they were brought together—to attempt to unduly enhance prices.

The present cost of living is due to one great cause in particular—production not being able to keep pace with demand. Another important cause is the higher grade of service demanded by the consuming public. There may be a few combines in restraint of trade, but they are like the proverbial hen's teeth. It is, however, utter ignorance and most unfair to insinuate that the retail grocer is securing extortionate profits.

A publicity bureau to follow up loose statements made by cheap politicians and rash papers is evidently sorely needed.

ELIMINATE THE EGG SHRINKAGE.

The article on another page of this issue dealing with the shrinkage one Canadian wholesale firm found in several shipments of eggs, forcibly emphasizes the need of immediate reform in the egg traffic. Where several dozens of eggs from one case are totally unfit for consumption in any form it is time something was done. Retailers are liable to be fined for selling decayed fruit or vegetables and why should not egg producers be similarly compelled to market only fresh, wholesome stock?

Retail merchants who purchase from producers should do all in their power to bring about a better condition of affairs in the egg trade. The installation of a candling apparatus which would show the producer exactly what sort of stock he is selling, ought to be of great assistance. If eggs were bought on a strictly quality basis it would not be long before we should see an improvement in the receipts from producers.

The shrinkage now occuring annually is enormous, and it is tending to keep the price of eggs to a level higher than should be the case.

RIDICULOUS DUTY ON CANTALOUPES.

Montreal wholesale fruit merchants are loud in their complaints regarding the excessive duty on cantaloupes coming in from across the line and base their claims on a double ground, first, that there are practically no cantaloupes grown in Canada, so that Canadian growers do not need protection, and, secondly, that the duty which is charged not according to value, nor yet to weight or size, but on a flat rate of three cents each, is not only excessive, but ridiculous.

Probably the greatest source of irritation is the fact that watermelons ranging anywhere from 25 to 35 pounds each and in value about five times as great as cantaloupes, are charged the same rate of duty, three cents each.

Cantaloupes come, generally speaking, in three sizes, 36s, 45s, and 55s. Of these, 45s are the standard, and by far the most common. No difference is made in the size of the crate but irrespective of the size of the melon, duty still holds at three cents each.

From the standpoint of protection to Canadian growers, wholesalers maintain that the freight and refrigeration rates alone are sufficient to cut out all foreign competition with the home product during the season of home production. The freight charges alone from California are $11.25 per 100 lbs., and refrigeration charges $112.50 per car. To add $1.35 per case, duty on 45s, wholesalers claim is a ridiculous injustice.

As a solution practically only one suggestion is offered which appears just from every standpoint. That is that all duty, if imposed, be a certain percentage on value, totally regardless of size, number, or weight. Dealers, however, maintain that as so few cantaloupes are grown in Canada, and these are marketed only in the regular fall season, and to bring in the foreign product is so expensive in itself, there is really no need for any duty being imposed on this line.

EDITORIAL NOTES.

This is a big picnic week for Ontario grocers. Even if there be some soiled linen and a few weary joints for the week-end trade, what does it matter? Consider the fun!

* * *

The coming of Parcels Post at the beginning of 1914 will not help one who watches and waits. The man who draws up early a strong plan of campaign gets the benefits.

* * *

Alberta and Saskatchewan promise good crops and if Manitoba does not continue to get the tail ends of the showers, she will also do her share. Good crops in the West mean good business there in 1914.

Posting the Clerks on the Correct Prices

Marking the Goods Is Recommended As a Good Plan—Using Rubber Stamp for This Purpose—Sells Sugar Always in Same Sized Packages—An Appreciation Note—Cutting Off Deceased Departments.

*By Henry Johnson, Jr.

Here is a note of appreciation:

Ontario, June 2nd, 1913.

Mr. H. Johnson, Jr.

Dear Sir I appreciate very much your reply to my letter regarding the dry goods business and I am going to follow your advice just as soon as I can.

Your items each week mean a great deal to me and I am sure they must to every grocer who reads The Canadian Grocer. I feel that I know a great deal more about the grocery business since I took this trade journal than I ever did before. I thank you very kindly in the matter and some day I hope to be able to write you as to how everything turns out. Yours very truly, F. C. S.

As I said in my previous article in reply to this man's first letter I want to be sure he does nothing hastily. I feel reasonably certain that he will look the ground over very carefully before he makes any radical change, such as he indicates his intention to make; but I want to be very sure indeed that nothing so drastic is done without plenty of careful thought.

The Danger of the Rut.

Truly, at the same time, I can say that my own experience confirms me still more completely in the feeling that nothing is lost and much is gained through chopping off deceased or decadent departments. I shall tell this next anecdote not so much as added emphasis to what I have already written as simply a bit of personal experience. Still, the live merchant is he who moves. Nothing is so dangerous as getting into a rut and nothing perhaps tends to so steal away our margins as sticking to the sale of dead items and the retention of dying departments.

In margin trading—whence we can gather very few useful lessons—it is an axiom that "the first loss is the least loss" and there the rule is to take the loss quickly, wipe it out and forget the bad deal just as speedily as possible. In line with this plan, the up-to-date merchant will lop off "stickers" as promptly as possible and turn his attention to live issues; the term "stick ers" applying equally to articles or entire departments.

So, with the reiterated caution to "go slow," I shall leave my friend until I hear further of his progress.

Teaching Clerks the Prices.

Another writes as follws:

June 19, 1913.

Henry Johnson, Jr.,

Dear Sir—Please tell us what is the best plan you know of for keeping all your clerks posted right up to the minute on prices and keeping them all in line, selling at the same price and not getting prices confused, such as one clerk selling a certain brand of canned goods at 13c, which is the right price, and another clerk thinking it is only 10c and sells it for 10c, or one clerk continues to give 19 pounds of sugar for $1 (forgetting about the price of sugar being changed) and the balance of the clerks selling 18 pounds for $1, the new and correct price.

Would you recommend a loose-leaf price book, that could be changed when the prices change, and that any clerk could refer to when in doubt about the price on any certain a ticle?

I have read the Canadian Grocer for several years and look for your page on Store Management.

Hoping to hear from you, I am,

Very truly,

G. M. H.

Lots has been said and properly said about the duty of each merchant to "count, measure, weigh or gauge everything he buys." That part of it has been so well rubbed in that I think a goodly proportion of us see with reasonable care that we get what we pay for. Truly, I know numbers of men who do not check anything that comes in and I know some very successful ones who take chances on the receiving end and never take an inventory; but I speak now of the average run of merchants.

But we daily hear of men who work hard and with evident intelligence throughout the year and end up with little or no net profit to show for their work, and I am satisfied that much of this trouble is due to the fact that these men do not actually get the prices they fix on their goods.

The remedy, as I have long felt, is to mark all goods in plain figures; but until lately, I had thought this to be one of the "impossible" things. I use the quotation marks, because we all use that word, "impossible," in connection with so many things that wiser and bigger men are actually doing, that it is about time we realized that the word is out of place in our business vocabulary.

My best competitor is a very successful man. We trade back and forth constantly. I have noticed that all his goods are plainly marked in pencil, both cost and selling price being used. I did not understand how he could feel so much detailed work was profitable, and consequently I postponed action.

Clerk's Error Decides a Change.

Then one day I found that a clerk who should have known better but did not, sold a 50c can of a certain line for 15c, when I decided that now something must be done. Fortune favored me just at that time, for I saw in the window of a nearby stationer an adjustable price stamp, cost 35c. You can get it from any large rubber stamp maker, or, if you fail to find it, ask me further and I shall tell you just where to send.

This stamp is arranged like an adjustable dater, only that the brands carry figures, dollar signs ($), cent signs (c) and fractions (¼ and ½). I is possible, therefore, to set the stamp to print any combination from ¼c to $999.99. You set your price, therefore, and stamp every item plainly, quickly, readably, accurately.

Next step is to place the cost on each article. I found a similar adjustable stamp that will accomplish that work also. I had it made specially, cost $1.75. Now every article, except some which are so staple that nobody can possibly go wrong on them, is marked with both cost and sale price. This work will not only go to assure me the full price I set on any article, but it will accomplish two other important things: 1. It will enable me or my confidential men to make concessions on large orders knowing just what we are about. 2. It will greatly facilitate our inventory work.

The way to get around the sugar proposition is to change your system. We do not sell "fifty cents worth" or "a dollar's worth" of sugar. We sell sugar uniformly in 5-pound, 10-pound and 20-pound bags and change the price with the market. At time of writing our price on cane sugar is 27c, 53 and $1.06 respectively. Been at it a year now—everybody pleased, including yours truly who has got rid of the nuisance of changing packages every time the price varies.

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

Dominion Wholesale Grocers' Convention

Old Quebec the Rendezvous of an Enthusiastic Gathering—Universal 30-day Term Suggested—Wholesalers' Profits Small—Against Co-operative Stores—"The Ideal Salesman" — Zephirin Hebert, the New President.

It's always a good-hearted gathering that assembles to discuss matters over which the Dominion Wholesale Grocers' Guild have jurisdiction, and the meeting at Quebec this week lacked nothing in enthusiasm, nor were the addresses given anything but practical.

Archibald Miller, the retiring president, introduced Mayor Drouin, who, by the way, is a wholesale grocer, and his opening remarks were well received. At the conclusion of the latter's address, Mr. Miller took the baton in hand and got down to business from the chair.

Secretary Stanley Cook read the financial statement, which aroused enthusiasm when the strong bank balance was announced, and it is pretty certain that the guild was never in a healthier state.

Watchfulness.

The keyword of Mr. Miller's address was "Watchfulness." He advocated care on the part of the wholesaler on account of the financial stringency, which is admittedly making itself felt in every part of the country. Besides, he laid particular stress, inter alia, on the "free deal" nuisance, and expressed a desire that manufacturers would soon realize the folly.

"The net profit of the wholesale grocer is probably less than in any other business." This was another remark from Mr. Miller, which got some thinking, nor was there any denying the fact that costs had advanced considerably, though profits showed no proportionate upward movement.

In concluding a very happy address, the president hung up a motto, which every business man would do well to place before all his employees: "Discard anything which does not come up to the standard of honor."

Universal 30-day Term.

When the meeting was thrown open some lively discussion took place, one of the most important matters being, "Can we secure a universal term of 30 days net?"

A. E. McLean, of Vancouver, spoke strongly on the advisability of the Dominion Guild aiding the Provincial Guild in getting this matter definitely attended to, but he pointed out that even with this definitely fixed, certain concessions would have to be made, as dealers, say, in the far off Yukon on a 30-day basis would have to pay for the goods before they really saw them. This, however, could be arranged satisfactorily. The short term idea is a good one for the retailer, because he has to pay promptly, and, therefore, will be more careful about his collections. Good collecting means everything.

Hugh Blain's remarks on the price-cutting evil were to the point, and when he observed that the wholesalers have "undoubted rights of combination as long as they do not restrain trade or unduly enhance the price of goods," those present were not backward in showing that they heartily endorsed his views.

Danger of Co-operative Stores.

The afternoon was taken up in open discussion and two addresses—one from

ZEPHIRIN HEBERT,
of Hudon, Hebert et Cie., Montreal, the new president of the Dominion Wholesale Grocers' Guild.

J. A. Beaudry, secretary of the Retail Merchants' Association, and another by Zephirin Hebert on "The Ideal Salesman." Mr. Beaudry warned the guild of the dangers arising from the co-operative stores, and pointed out that there was a movement on foot by certain interested parties to secure legislation granting privileges which would eventually be ruinous to retailers. He also asked the co-operation of the guild in securing an amendment to the Trade Marks Act, whereby the retailer would be obliged to sell all branded goods at a fixed price, and would be held liable to a fine if he was guilty of cutting.

Mr. Hebert's address on the ideal salesman was the tit-bit of the day; and H. C. Beckett sounded a good note when he, supported by Hugh Blain, suggested that it be printed in English and French and circulated amongst the salesmen. The address was as follows:

The Ideal Salesman.

What are the characteristics with which one ought to be endowed so as to constitute an "ideal salesman?"

I will endeavor to convey to you my ideas in this respect, as briefly as possible.

Of course, it goes without saying that, first of all, one must have full and complete knowledge of the line of goods that he is called upon to sell.

But, invariably, it is a well established fact that it is only the one who has initiated early in life that can be possessed of the thorough knowledge of a line of business.

Besides, one must be gifted with that special temperament and bent which disclose that he is absolutely fit to hold such a position.

No Firm Excels His Own.

Further, a salesman must be an enthusiast, and must be absolutely imbued with the idea that no firm is any better than the one he represents. If he lacks this conviction, then, he is unable to make that strong impression upon a prospective client, which is one of the requisites essential to success.

How can one who has not very strong convictions expect to arouse, in another, any feeling of confidence or trust.

Therefore, the power of convincing is one of the strongest attributes which is indispensable within a salesman.

The intercourse with a client must not be only one of business, but, also, one of friendship.

An able salesman will readily realize this and use whatever means circumstances will allow, so as to accomplish this end.

It is a foregone conclusion that business knows no country or friendship, still a salesman must have the goodwill and good graces of his clients, without which his efforts will be unavailing.

In business, as well as in other things, one must not be egotistical.

Protecting His Clients' Interests.

The salesman must protect his clients' interests just as much as he protects those of his firm. His policy must be, at all times, to sell only such goods that may prove profitable to a customer.

Should he do anything deliberately or wilfully which might infringe any upon this principle, then he is liable to incur forever the displeasure of a client and thereby lose his business.

An ideal salesman will never speak ill of competitive firms, as he realizes that he would lack tact, fairness and courtesy. Again, he feels that it might convey to a client's mind that whoever resorts to such ways must be attempting to cover up the shortcomings of his own firm. Let the salesman bring his firm in the limelight just as much as circumstances may allow, but he must always refrain from endeavoring to throw any discredit on competitors.

Attributes of his firm.

A salesman must know and be fully aware of all the characteristics and idiasyncrasies of his firm. Again, he must also realize and fully understand the importance, standing, prestige and reputation of his principals. If all these are clear to his mind, it will be his duty to acquaint his customers with all those accomplishments or facts which are particular attributes of his firm, and which must redound to its advantage. It is useless to mention that any amount of tact is required to carry this out judiciously.

Another requisite is that the salesman must also be well informed as regards the dispositions and peculiarities of each and every of his clients, and also of his own and particular ways of doing business, so as to shape his course accordingly. This is most important, as, otherwise, he may run amuck very often.

Resourcefulness.

It is obvious that it behooves the salesman to place absolute faith and reliance in his firm in every respect, failing which, he could not give full justice to his employers. Now, there is the employee that takes orders, and the full-fledged salesman that effects sales. The first is the one that lacks ability, initiative and the required aptitudes. He is satisfied with writing down whatever goods the customer may call for, and he makes no effort whatever to sell other goods. On the contrary, the ideal salesman is replete with that resourcefulness that suggests to him all sorts of ideas and ways and means by which he will succeed in enlivening the interest of the buyer in additional lines of goods.

To complete the portraying of my model of perfection, there are adjuncts which are most important, and which I wish merely to point out. Cheerfulness, geniality, good manners and winning ways must permeate the character of the salesman.

I wish to revert to that part of my address where I state that a salesman must be an enthusiast. Indeed, it is an absolute fact that, without enthusiasm, one lacks the chief essential into which are embodied the other qualifications and characteristics.

Such are my ideas in reference to the "Ideal Salesman."

Cartage and Unpacking Charges.

The question of cartage charges was also talked over, many, in fact, all, agreeing that this really was becoming a burden on the wholesaler, and the same feeling was shown when the question of charges for packing goods cropped up.

When retailers place orders for a small quantity of various lines of goods, cases have to be broken, and it takes time and money to repack, the wholesaler being, therefore, entitled to some allowance. It was suggested that retailers would do well to bear this point in mind and try to allow the wholesaler

ARCHIBALD MILLER,
of Whitehead & Turner, Quebec, the retiring president of the Dominion Wholesale Grocers' Guild.

sufficient leeway in order that his profits which are by no means very heavy, may not be cut down. A Montreal wholesaler remarked that if a dealer asked for a special packing he should pay for it, while a St. John, New Brunswick, delegate pointed out a scheme he has in force, which gets over the difficulty to a certain extent. He said that he sold all goods by the case and if an order came through for less than a case he would add from 2½ to 5 per cent. to cover up packing cost.

H. C. Beckett spoke on this point also, showing how heavy an item this repacking was in the year's business. The retailers do not seem to realize this or even if packages are secured cheaply, yet any extra expenditure simply eats into the gain from the sale.

Establish a selling price.

It was also agreed that manufacturers should establish a selling price, and instances were given which went to prove that certain manufacturers were expecting the wholesalers to set their respective salesmen at their disposal for a commission out of all proportion to services rendered. One tea house which used to allow 10 per cent. for distribution, have reduced this to 5 per cent., and what is 5 per cent. on teas?

"The established selling price," said Hugh Blain, "is good for wholesaler, retailer, and consumer, so why not have it?"

Trade Commission Suggested.

At the session on Wednesday, Hugh Blain, Toronto, in a paper urged the Guild to suggest to the Government the appointment of an independent trade and commerce commission to control trade combinations and to govern rates of transportation, commissions, etc., with manufacturers on a fair and equitable basis to all parties. To this the wholesale trade in general could apply.

The New Officers.

The following officers were elected:
President—Z. Hebert, Montreal.

Vice-Presidents — Quebec, Armand Chapnut; Ontario, J. M. Dillon, London; Manitoba, R. R. Wilson, Winnipeg; Alberta, John Howe, Calgary; New Brunswick, W. C. Crosse, St. John; Saskatchewan, S. C. Barton, Regina; British Columbia, A. E. McLean, Victoria.

More Who Attended.

Among those present were: Archibald Miller, Zephirin Hebert, Armand Chaput, H. C. Beckett, Hugh Blain, P. J. Bazin, W. C. Cross, J. M. Dillon, W. G. Craig, R. J. Carson, R. R. Wilson, J. Ethier, Villebon Garaut, J. Winofield, W. Turnbull, R. L. Innes, L. A. Langlois, E. E. B. Rattray, A. Stanley Cook, G. R. Lloyd, Arthur Desrochs, J. B. Atellier, A. E. McLean, S. C. Burton, and Gerald Fitzgerald.

Senator Gilmour, head of the firm of Chase and Sanborn, is spending the summer at his summer home in St. George, N.B.

The Kelowna, B.C., Merchants' Association held a meeting recently and decided to rent offices and appoint a paid secretary. The association has decided to take up actively the question of regulating indiscriminate credit and this will be one of the principal duties of the new secretary. C. A. Washborn was unanimously elected to the position.

Sends out Coffee Aroma to get New Trade

This Can be Smelled a Block or More From the Store and People Come in For Their Coffee—Dealer Has Roaster and Grinder in Window and a Vent Pipe to the Street—Figures Given as to How Business Was Increased.

"A pound of that coffee please, I can smell it two blocks down the street," and "I can smell those peanuts all the way down to Bloor St. Let me have a bag." These are two expressions typical of what are frequently heard around the store of J. A. Johnston, grocer, 775 Yonge St., Toronto, who since last March has been roasting coffee and peanuts in his window and allowing the aroma to reach the street through a vent pipe which terminates in a large metal coffee pot.

This is the chief way in which Mr. Johnston advertises his coffees and peanuts—by the aroma going out to meet prospective customers. And an exceptionally good way he claims it to be. He now sells about 240 lbs. of coffee a month, as compared with 50 lbs. during the same length of time previous to the installation of his plant. "This is naturally a dull season for coffee," states Mr. Johnston, "but last Saturday we cleaned up on a good lot. As for peanuts, our sales amount to $14 or $15 regularly on Saturdays in summer, and to $9 or $10 in winter. On other week days the average is from $2 to $4 per day. As peanuts are almost all cash sales running from 5 to 25 cents each, there is little trouble with collections."

Thinks it Splendid Ad.

From an advertising standpoint Mr. Johnston considers his roaster and grinder hard to beat. "Look at the customers it brings into the store!" he states. "It's the aroma that does it. One woman had never bought coffee before. Now she buys one pound of Santos a week regularly."

Roasting and grinding plants are placed right in the front window so that everybody can see them. Out over the door is a large coffee pot made use of for advertising purposes, and as an outlet for the aroma laden air coming from the roaster. This air, hotter than the outside air in winter, can readily be seen, so that it appears as if the coffee pot were in reality boiling coffee.

Speaking of the cost, Mr. Johnston states: "The original cost is the chief outlay. Our roaster, which roasts peanuts or coffee equally well (but not at the same time), cost $400; our grinder, $260; and coffee pot, with connections, about $34. We run the grinder, which in reality is a percolator and cutter combined, by a 25-cycle electric motor. Three dollars per month is the extent of our electrical bill, and that includes light, cash register, and everything. Last month our gas bill was 90 cents, and we did a great lot of roasting. Though we have had the plant only since March, I see no reason why it should not be a good profit-yielding investment."

Uses Show Cards.

Both in display in the store interior and in selling a strong feature is made of "fresh roasted." Right in front of the door are three coffee canisters containing roasted coffee in the bean, and cards reading: "Fresh roasted finest cup quality," "Fresh roasted choice Santos," etc., and the price of each in one pound and three pounds quantities. A strong selling feature, too, is made of the fact that coffees are freshly ground for all orders, so that no time is given for depreciation through exposure. To suit customers' tastes, coffees are percolated or steel cut. This, too, Mr. Johnston says, forms an important talking point in making sales, giving a chance to point out the difference between the two, and to suit all to the desire of the customer.

To advertise his plant he has had hand bills printed, pointing out the advantages of buying coffee as he sells it. A copy of this literature he encloses with every order sent out from the store.

Sells 240 Pounds Monthly.

"All coffees are of necessity bought green. The first month three bags of 140 pounds each were bought, the second month two bags, and now two bags per month is our regular purchase. As coffee shrinks 2 pounds in 15, we sell, roughly speaking, 240 pounds of coffee each month.

Ontario Bean Crop Fairly Promising

Low Lands Adversely Affected By Recent Rains, But Higher Lands Benefited—One Estimate Places Crop at 800,000 Bushels As It Was in 1912—But It Is Too Early Yet To Make Definite Statements.

Chatham, Ont., July 16.—(Special)—Newspaper reports of wholesale and widespread damage to the Kent bean crop as a result of the recent heavy rains are not borne out by more careful enquiry. Investigation shows that, while in the lower lands or those less suitable for bean-growing, there will probably be some damage, in most places the crop is looking good.

Reports of damage come chiefly from the vicinity of Ridgetown and Highgate, where there is a large bean acreage. From Blenheim, the centre of the Harwich bean-growing district and an important shipping point, the information is given that the rain, far from damaging, has benefited the crops, and the outlook in beans is the best seen for several years.

Too Early to Estimate.

It is still too early to make an accurate estimate of the 1913 crop.

Discussing the bean situation in Kent and the adjoining territory, N. H. Stevens, president of the Canada Flour Mills Company, stated that it would be several weeks yet before anything like a safe estimate could be made of the probable bean production for the current year.

"In general," he stated, "the bean growing territory is somewhat extended this year beyond its former limits. On the other hand, the bean acreage in the older localities is probably slightly reduced. Quite a large portion of the crop is looking very well. Probably one fourth of the acreage was planted under unfavorable conditions, when too dry, and the beans did not come up very well. But on the whole, I think we can look for as many bushels of beans this year as in 1912, when the crop ran over 800,000 bushels."

Some Old Beans Still Held.

In reference to the handling of old beans, Mr. Stevens expressed the belief that a good many old beans were still in the farmers' hands. "There are probably sufficient," he stated, "to supply the demand until the new beans are thrashed. For any of the crop of 1912 not marketed before the crop of 1913 comes to the market, the chances are, especially if the crop of 1913 finishes in good condition, that the old crop of 1912 will be sold at a large reduction owing to the inferior average quality.

"It is a little early in the season yet to make an estimate as to growing conditions, and what the extent of this year's crop will likely be."

Current News of the Week

Quebec and Maritime Provinces.

Chas. B. Snow, grocer, Woodstock, N.B., is succeeded by Watson and True.

H. C. Barnaby & Sons, grocers, etc., Bridgewater, N.S., sustained fire loss recently.

P. & C. Legere, general merchants, Memramcook, N.B., have dissolved partnership and Patrick T. Legere will continue the business in his own name.

Among the firms lately registered in Quebec Province are: Joseph Ward & Co., wholesale grocers, grain and produce, Montreal; Fanny Greenspoon, grocer, Montreal.

Ontario.

Robt. Oakman, merchant, Hastings, Ont., died recently.

Wilson & Cline, Toronto grocers, are succeeded by C. J. Carroll.

Mrs. Eleanor Hood, grocer, Toronto, has sold her business to E. Birks.

A. L. Curry, traveler for Red Rose Tea, Toronto, is holidaying at his home in Belleville.

Stanley Ross & Co., general merchants, Lucan, Ont., have been succeeded by J. M. Ross.

The grocers of Aylmer, Ont., close their stores during July and August on Wednesday afternoons.

The new factory of the Dominion Canners recently erected at Aylmer, Ont., is now in operation.

Fox and Brady, grocers, Lindsay, have dissolved partnership and T. J. Brady will continue the business.

The T. H. Estabrook Co., Toronto, have added a new electric delivery car to their Toronto delivery service.

Clem Garvey, of John Garvey & Sons, London, Ont., has been confined to his home for a few weeks, through illness.

H. Fountaine, first vice-president of the London Retail Grocers' Association, has left on a two months' trip to England to visit his father.

The Retail Merchants' Association of Hespeler, Ont., will hold an excursion on August 20, in conjunction with the Hall-Zryd Co. Committees were recently named to look after the detail

A regulation has been issued at Ottawa prohibiting the use of the Red Cross or Geneva Cross by business firms for advertising purposes without the consent of the Militia Council of Canada.

Frank Harding, traveller for Wall & Guppy, Windsor, Ont., and formerly in the retail grocery business in London, Ont., has purchased the St. Thomas branch of the Steele Fruit Co., of London, Ont.

H. B. Clemes, manager of the produce department of Gunn's, Limited, Toronto, is away for a couple of weeks' holiday in Regina, Sask. Mrs. Clemes, who has been visiting there for the past six weeks, will return with him.

The merchants of Wroxeter, Ont., have agreed to close at 7 o'clock on Monday, Wednesday and Friday of each week. This does not apply to evenings before public holidays or to the time between December 15 to 25.

W. Barr, of Barr Registers, Ltd., Trenton, Ont., has just returned from an eight-months' stay in England where he has been getting the English Company on a manufacturing basis. The factory is in Birmingham and the sales offices are in London. Their factory at Trenton, Ont., which was recently burned down is now being rebuilt and work has been progressing for some time in their temporary quarters.

The London, Ont., Retail Grocers' Association made great preparations for their annual excursion to Detroit next Wednesday, July 16th. President Harry Ranahan, secretary Jas. McKenzie and treasurer Thos. Shaw were a busy bunch, arranging the details. Gordon Drake as usual, was in charge of the "baggage car ahead," where the good things were served. A full report will appear in next week's issue.

James McKenzie, secretary of the Retail Grocers' Association, London, Ont., has disposed of his stock to Geo. Ecclestone, and in future will call on the grocery trade in the interest of the I.X.L. Spice Co., of London. Mr. Ecclestone has purchased the store formerly occupied by Jas. McKenzie, from Frank Harding, of Windsor. Mr. Ecclestone has been in business only a few years. He started in a small way a few blocks away from his present stand.

Western Canada.

Wm. Banning, grocer, Brandon, Man., has sold to H. A. Rolphs.

H. Stevens, general merchant, Valley River, Man., has moved to Ochre River.

A. Barran, grocer, New Westminster, B.C., has been succeeded by Barran & Sugden.

B. Lett, general merchant, Wawota, Sask., has sold his stock to Allison & Watson.

Wyman & Small, general merchants, Macklin, have been succeeded by Golosoff & Bruser.

J. A. Campbell, general merchant, Cochrane, Alta., has disposed of his business to Campbell & Maggs.

Mutter & Lynch, grocers, Brandon, have disclosed partnership and Mr. Mutter will continue the business.

At a mass meeting in Victoria, B.C., Hindus and white sympathizers passed a resolution asking the Government of India to boycott Canadian goods.

Property valued at $10,000 at the corner of Donald and Vickers Streets, Fort William, has been purchased by A. McDonald, of Winnipeg, for the purpose of erecting a large wholesale grocery building.

R. R. Wilson, of Campbell Bros. & Wilson, wholesale grocers, Winnipeg, has just sailed with Mrs. Wilson for the Old Country. They will there be joined by their daughter who has been attending school in London, and will spend two months in the British Isles and the continent before returning to Canada.

The new express schedule which went into effect this month will be of material benefit to all shippers in Western Canada. The following are a few instances of the lower rates: Winnipeg to Edmonton, old rate per 100 lbs., $4.50; new rate, $3.50. Winnipeg to Calgary, cut from $5.75 to $3.75; Winnipeg to Medicine Hat, from $4.25 to $3.75; Winnipeg to Regina, from $2.75 to $2.25.

The Doukhabors of Canada are planning the erection of a series of warehouses in Calgary, Edmonton, Saskatoon and other prairie cities for the wholesale handling of fruit and other produce from Doukhobor settlements in Kootenay and Boundary, British Columbia. In addition, the system of retail stores in Yorkton and other points may be extended to the larger Western cities. The success of the Doukhobors in fruit farming in British Columbia has induced the leaders to take another thousand out from Saskatchewan, bringing the number to 5,000, and leaving only 3,000 in the province where they originally settled. The Society pays the Canadian Pacific Railway $180,000 annually for freight charges on a business of $1,500,000, which does not include wheat or other produce.

Advance Expected in California Fruits

As Crops Are Light and Weather Hot—Canned Goods Likely to Average Higher—Best Grades of Coffee Still Hold Their Own—Sugar Steady and Consumption Heavy—Drop in Rice in Montreal.

QUEBEC MARKETS.

POINTERS—

Rice.—Declined 20 cents.

Molasses.—Firm.

Seeded Raisins.—Drop ½ cent.

Coffee.—Weak with downward tendency.

Lobsters.—Rectified prices announced.

Clover Leaf Salmon.—Decline.

Montreal, July 15.—A feeling that industrials have to be supported and that people can't eat real estate is gradually working its way amongst the trade, and giving confidence of a better season ahead. Though no great activity is noted in business, still the usual July business is for the most part being accomplished.

Throughout the Eastern townships, crop prospects are bright, and though people have not taken advantage of their discounts, and have asked to be carried over rather longer than usual in the past, wholesalers are more hopeful, especially following the very general and beneficial rains of last week.

SUGAR.—Owing to favorable crop reports being received from Germany regarding the growing beet crop, prices on beets have shown a decline, and the same has been reflected in New York circles, causing an easing off in raws.

Amongst wholesalers the feeling is that market is inclined to be stronger. Retailers are buying freely both owing to heavy consumptive demand, and to a tendency to do some speculation. It would appear that they have now made up their minds that sugar is at its lowest, and now having confidence in the market are buying fairly heavily.

Granulated, bags	**4 30**
Granulated, 20-lb. bags	**4 40**
Granulated, 5-lb. cartons	**4 60**
Granulated, 2-lb. cartons, per cwt.	**4 60**
Granulated, Imperial	**4 15**
Granulated, Beaver	**4 15**
Paris lumps, boxes 100 lbs.	**5 05**
Paris lumps, boxes 50 lbs.	**5 15**
Paris lumps, boxes 25 lbs.	**5 35**
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 10
Crystal diamonds, 100-lb. boxes	5 25
Crystal diamonds, 50-lb. boxes	5 35
Crystal diamonds, 5-lb. cartons	6 20
Crystal diamonds, Dominoes, cartons	7 00
Extra ground, bbls.	**4 70**
Extra ground, 50-lb. boxes	**4 90**
Extra ground, 25-lb. boxes	**5 10**
Powdered, bbls.	**4 50**
Powdered, 50-lb. boxes	**4 70**
Powdered, 25-lb. boxes	**4 90**
Phoenix	4 30
Bright coffee	4 45
No. 3 yellow	4 35
No. 2 yellow	4 25
No. 1 yellow	**3 95**

Bbls. granulated and yellow may be had at 5c above bag prices.

MOLASSES.—Latest report on fancy molasses states: "Reaping operations are now practically over. Market quotations are 23½ cents f.o.b. per American wine gallon, or an equivalent of 34½ cents C. & F. Montreal, per Imperial gallon. There appears no chance for lower prices to rule unless shippers find an outlet for their stocks on hand and still for sale.

"There is some doubt as to whether tonnage can be secured by direct steamers after August. Thus, the trade would do well to secure their remaining requirements at an early date."

Thus, situation shows little change from last week, and still continues to hold firm.

	Fancy per gal.	Choice.
Puncheons	36	35
Barrels	39	38
Half Barrels	41	40

For Island of Barbadoes molasses in Montreal. Combined Territories.

	Fancy	Choice	Fancy	Choice
Puncheons	0 41	0 39	0 39	0 37
Barrels	0 44	0 42	0 42	0 40
Half barrels	0 46	0 44	0 44	0 42

Carload lots of 20 puncheons or its equivalent in barrels or half barrels to one buyer may be sold at "open prices." No discounts will be given.

Antigua	**0 32**	**0 33**
Corn syrups, bbls.		**0 03¼**
Corn syrups, half-barrels		**0 03½**
Corn syrups, quarter-barrels		**0 03¾**
Corn syrups, 38½-lb pails		**1 75**
Corn syrups, 25-lb. pails		**1 25**
Cases, 2-lb. tins, 2 doz. per case		**2 40**
Cases, 5-lb. tins, 1 doz. per case		**2 75**
Cases, 10-lb. tins, ½ doz. per case		**2 65**
Cases, 20-lb. tins, ¼ doz. per case		**2 60**
Pure maple syrup, in 8½ lb. tins		**0 75**
Pure maple syrup, in 15-gal. kegs, 8c per lb., or, per gallon		**1 00**
Pure maple sugar	**0 10**	**0 11**

DRIED FRUITS.—Seeded raisins this week have dropped ½ cent and are now quoted, fancy at 8½, and choice at 8 cents.

Primary market quotations on new crop Valencia raisins are also out and show a reduction of about 1 cent per lb. over last year. Though dealers look for a decline on this market also, no such step has yet been taken.

Wholesalers are looking forward to prices on new pack, October and November delivery; on all lines being announced. Spot goods are moving only freely.

EVAPORATED FRUITS.	Per lb.
Apples, 50-lb. boxes	0 11
Nectarines, choice	0 11
Peaches, choice	0 09¾
Pears, choice	0 12½
DRIED FRUITS.	
Candied Peels—	
Citron	0 17
Lemon	0 11
Orange	0 12
Currants—	
Amalas, loose	0 07
Amalas, 1 lb. pkgs.	0 07½ 0 08½
Filiatras, fine, loose	0 06½ 0 07
Dates—	
Dromedary, package stock, per pkg.	0 10
Fards, choicest	0 11
Hallowee, loose	0 05
Hallowee, 1-lb. pkgs.	0 06½
Figs—	
Finest, 6 crown, about 12 boxes	0 15
Same fruit, 5 and 4 crown, 1 and 2 cents less.	
Prunes—	
40 to 50, in 25-lb. boxes	0 13
50 to 60, in 25 lb. boxes	0 12
60 to 70, in 25 lb. boxes	0 11
70 to 80, in 25 lb. boxes	0 10½
80 to 90, in 25-lb. boxes	0 09½
Raisins—	
Malaga table, box of 22 lbs., according to quality	2 75 5 25
Muscatels, loose, 3 crown, lb.	0 06½
Sultana, loose	0 09
Sultana, 1 lb. pkgs.	0 11
Valencias, old stock	0 04
Seeded, fancy	0 08½
Seeded, choice	0 08

Prices quoted on all lines are subject to be shaded for quantities, according to the state of the market.

TEA.—First crop Japan teas arriving on this market are showing good value. Style of leaf is rather better than last year, and quality much same. One dealer states with regard to the future: "We think all good grades

MARKETS IN BRIEF

QUEBEC.

PRODUCE AND PROVISIONS—
- Hams Advance 1 cent.
- Barrelled pork Advances one dollar.
- Butter—Declining at country points.
- Eggs Steady.

FISH AND OYSTERS—
- Opening prices on all lines of pickled and prepared fish to be low, if not lower than last season.

FRUIT AND VEGETABLES—
- Tomatoes rapidly advancing.
- Potatoes hold steady.
- New lines Canadian fruits daily appearing.

FLOUR AND CEREALS—
- Markets all entirely dependant on weather conditions. Firm still at last week's quotations.

GENERAL GROCERIES—
- Rice declined 20 cents per 100 lbs.
- Seeded raisins drop ½ cent.
- Revised prices announced on canned lobsters.
- Clover leaf salmon declines.
- Coffee—Weak, with tendency to decline.
- Molasses—Firm.

ONTARIO.

PRODUCE AND PROVISIONS—
- Dressed hogs up $1.25 per cwt.; hams 1 cent, and bacon ½ cent; supply short.
- Butter—Stagnant, owing to heat.
- Eggs Easier; dealers complain of large proportion bad.

FISH AND OYSTERS—
- Salmon quotations will be considerably lower than last year.
- Halibut coming in in larger quantities than usual.

FRUIT AND VEGETABLES—
- Raspberries down 3 cents, selling at 15 to 17c.
- Bananas higher.
- Peaches, a good crop, but apples under 50 per cent.
- New potatoes up 25 to 50 cents a bbl.

FLOUR AND CEREALS—
- Mill feeds—Recent advance of $1 on bran and shorts holds firm. Dry weather keeps up demand.
- Flour—Buying hand to mouth, but prices steady. Wheat reports favorable, though crops week to ten days late.

GENERAL—
- California fruits—Higher prices expected in nearly every line, as crop is below average, and heat excessive.
- Raisins—Advance of from ½ to 1c.
- Sugar—Market absolutely steady, with heavy consumption.
- Coffee—High grades holding their own, low grades down. May be ½ cent drop all around, but no more.

from now on will be firm because first crop has been practically all sold or contracted for." Another states: "Tea is just as firm as last week with brisk demand for second crop leaf. Arrivals of new crop teas show a wonderful improvement over last season."

In Indians, first shipments new crop are just coming to hand. Market is steady with no sign of advance owing to good crop and lack of speculation.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 18	0 25
Common	0 15	0 18
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Spanish No. 1	....	0 12¼
Virginia No. 1	....	0 13¼
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey, gunpowder, pinhead	0 30	0 50

COFFEE.—Coffee market continues easy with still a tendency to decline if anything. The fact that there is no indication whatever of a recovery makes chances for a decline much more apparent and more marked than they otherwise would be. Trade for summer season is brisk, and prospects for future bright.

Mocha	0 28	0 29
Rio	0 19½	0 21½
Mexican	0 25	0 28
Santos	0 21½	0 23½
Maracaibo	0 22½	0 24½
Javas	0 30	0 40
Jamaica	0 21½	0 23½

SPICES.—Practically same conditions hold as week ago, and so far as prices are concerned, no change has been made. Trade conditions are good, and prospects for a good fall's trading bright.

Allspice	0 13	0 18
Cinnamon, whole	0 18	0 20
Cinnamon, ground	0 16	0 20
Cardamon seed	....	0 09
Caraway seed	....	0 12
Celery seed	0 35	0 40
Batavia cinnamon	0 25	0 30
Cloves, whole	....	0 28
Cloves, ground	0 24	0 35
Cream of tartar	0 25	0 32
Ginger, Cochin	0 17	0 20
Ginger, Jamaica	0 20	0 25
Ginger, Jamaica, whole	0 17	0 20
Mace	....	0 75
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 27½	0 30
Peppers, white, whole	0 25	0 27
Pepper, black, whole	0 15	0 17
Pimento	0 15	0 17

RICE AND TAPIOCA.—All Rangoon rices dropped 20 cents per hundred pounds late last week, owing to the raw product being cheaper, and large quantities being offered on English markets. Prices quoted below are from Montreal mills.

Tapioca also is easy in sympathy with easiness in rice. Some houses have dropped prices on medium pearl and seed alike, to 5 to 5½. Others, however, maintain last week's price, ¼ cent higher on medium pearl and ½ cent higher on seed.

Rangoons—		
Rice, grade B, bags 250 lbs.	....	3 15
Rice, grade B, bags 100 lbs.	....	3 15
Rice, grade B, bags 50 lbs.	....	3 15
Rice, grade B, pockets 25 lbs.	....	3 25
Rice, grade B, ½ pockets, 12½ lbs.	....	3 35
Rice, grade C.C., bags 250 lbs.	....	3 05
Rice, grade C.C., bags 100 lbs.	....	3 05
Rice, grade C.C., bags 50 lbs.	....	3 05
Rice, grade C.C., pockets 25 lbs.	....	3 15
Rice, grade C.C., ½ pockets, 12½ lbs.	....	3 25
India bright, 250 lb. bags	....	3 30
Lustre, loose, 250 lb. bags	....	3 60
Patna, polished	....	4 40
Finest imported Patna, 224 lb. bags	....	5 37½
Finest imported Patna, 112 lb. bags, bag	....	5 50
Finest imported Patna, 56 lb. bags	....	5 62½
Pearl	....	4 60
Sparkle	....	5 10
Crystal	....	5 10
Snow	....	5 30
Imperial Glace	....	4 90
Ice Dips	....	5 45
Canadian Caroline rice	....	7 10
Imported Caroline rice, hand picked	....	9 00
Imported Caroline rice, fancy	....	8 00
Brown sago, lb.	0 04½	0 05½
Tapioca, medium, pearl, lb.	0 05	0 05½
Seed, lb.	0 05	0 06

NUTS.—Market on all nuts holds firm with tendency to advance in almost every line. Later reports received from Spain further confirm that given last week with regard to future of almond crop, and now there would appear no possibility for lower prices throughout season. Locally, trade is fair with a good demand for nuts in shell.

	Per lb.	
In shell—		
Almonds	....	0 17
Brazils	0 17	0 19
Filberts	0 13	0 14
Peanuts, Jumbos	....	0 13
Peanuts, Diamond G	....	0 09
Peanuts, French	....	0 09
Pecans	....	0 20
Walnuts	0 14	0 17
Shelled—		
Almonds	0 33	0 34
Almonds, Valencia	0 37½	0 39
Peanuts	0 08	0 09
Walnuts, new	....	0 31

BEANS.—Beans of all kinds are dull. Prices quoted this week are as follows:

Beans—	Per bushel.	
Austrian, H. P.	....	2 50
Canadian, prime	1 90	2 00
Yellow eyes	....	3 25
Brown	....	2 75

ONTARIO MARKETS.

POINTERS:—

Sugar—Prices steady, with heavy consumption.

Coffees—Lower grades down.

Canned Goods—Strawberry pack far behind average, and higher prices predicted.

Dried Fruits—Increase in all California lines predicted.

Nuts—Tendency to advance.

Toronto, July 17.—Business continues good this week, with prices steady. The preserving season is in full swing, and consumption of sugar is heavy. Summer drinks continue to be good sellers, although the thermometer by dropping ten degrees on the average has cut down the sales of the first ten days of July.

SUGAR.—The sugar market retains all its permanent qualities, particularly in relation to Cuba raws. The London beet market is quiet, and has not made any improvement during the week. The market may be rated as absolutely steady, with a heavy consumption, due to the preserving of fruit. Many buyers, indeed, are looking after their requirements for months ahead.

Extra granulated, bags	4 40
Extra granulated, 20-lb. bags	4 50
Extra granulated, 5-lb. cartons	4 70
Extra granulated, 2-lb. cartons	4 70
Second grade granulated	4 25
Yellow, bags	4 00
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	4 80
Extra ground, 50-lb. boxes	5 00
Extra ground, 25-lb. boxes	5 20
Powdered, bbls.	4 60
Powdered, 25-lb. boxes	5 00
Powdered, 50-lb. boxes	4 80
Crystal diamonds, 5 lb. boxes	7 10
Crystal Dominoes, 5 lb. boxes	7 20
Paris lumps, in 100-lb. boxes	5 15
Paris lumps, in 50-lb. boxes	5 25
Paris lumps, in 25-lb. boxes	5 45
Paris lumps, cartons, 20 to case	0 35

MOLASSES AND SYRUP.—The demand continues fair, and there is not enough new honey in to make its rivalry felt. Prices remain the same.

		Per case.
Syrups—		
2 lb. tins, 2 doz. in case		2 40
5 lb. tins, 1 doz. in case		2 75
10 lb. tins, ½ doz. in case		2 65
20 lb. tins, ¼ doz. in case		2 60
Barrels, per lb.		0 03¼
Half barrels, lb.		0 03½
Quarter barrels, lb.		0 03¾
Pails, 38½ lbs. each		1 75
Pails, 25 lbs. each		1 25
Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50
Maple Syrup—Compound—		
Gallons, 6 to case		4 80
½ gals., 12 to case		5 40
¼ gals., 24 to case	4 80	5 40
Pints, 24 to case	2 70	3 00
Maple Syrup—Pure—		
5 gallon cans, 1 to case	....	1 25
Gallons, 6 to case	6 60	8 00
½ gallons, 12 to case		7 25
Quarts, 24 to case	7 25	8 40
Pints, 24 to case	....	4 70
Maple Sugar—		
Pure, per lb.	0 14	0 15
Maple Cream Sugar—		
24 twin bars	....	1 80
40 and 48 twin bars	....	3 00
Maple butter, lb. tins, dozen	....	1 90

NUTS.—The market shows a slight advance in filberts, Sicily and walnuts, and higher prices are expected on most of the new crop.

	Per lb.	
In shell—		
Almonds, Formigetta	0 15	0 16
Almonds, Tarragona	....	0 17
Brazils	....	0 15
Filberts, Sicily	....	0 12½
Filberts, Barcelona	....	0 09½
Peanuts, green, per lb.	0 10	0 10½
Peanuts, roasted	0 12	0 14
Pecans	0 18	0 20
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Grenoble	0 16	0 16½
Walnuts, Marbots	0 14	0 15
Walnuts, Cornes	0 13	0 14
Shelled—		
Almonds	....	0 40
Filberts	....	0 27
Peanuts	0 09	0 10
Pecans	....	0 75
Walnuts	0 32	0 33

RICE AND TAPIOCA.—Tapioca is quiet this week, and sago shows the usual tendency to be sympathetic. Prices show no change.

	Per lb.	
Rice—		
Rangoon, per lb.	0 03½	0 04
Rangoon, fancy, per lb.	....	0 05½
Patna, per lb.	0 05½	0 06½
Japan, per lb.	0 05½	0 08
Java, per lb.	0 06½	0 07
Carolina, per lb.	0 08	0 10
Sago—		
Brown, per lb.	0 05	0 05½
White, per lb.	....	0 05½
Tapioca—		
Bullet, double goat	....	0 09½
Medium pearl	....	0 05½
Seed pearl	....	0 05½
Flake	....	0 09½

SPICES.—The active selling has kept the market up and is likely to for several weeks to come. Some dealers predict easier prices shortly, one claiming that cloves is standing at an abnormal figure.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 95	..—1 08
Cream tartar	30—31	.....	.....
Curry powder	..—35	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	19—22	67—0 75	80—0 90
Peppers, white	27—29	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Cardamon seed, per lb., in bulk	2 25	1 80
Cinnamon, Ceylon, per lb.	....	0 50
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 60	0 70
Shredded cocoanut, in pails	0 17	0 20

COFFEE.—The market is a little easier, particularly for lower grades, but the high grades are holding their own in spite of outside influences.

"There will be no material reduction," declared a dealer, "may be half a cent."

Coffee, Roasted—		
Bogotas	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 35
Maricaibo	0 25	0 26
Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 19	0 21
Santos	0 23	0 25
Chicory, per lb.	0 11	0 13

TEA.—The demand remains very firm. The rise in Ceylon has not affected the local market. Reports are to hand of bad rains in the growing districts in India. The expectation of a rise has caused a lot of buying at the present rates.

DRIED FRUITS.—Evaporated apples have a firm tendency, and have gone up a full cent a pound, selling this week for 7½c for 50's and 8c for 25's.

The prune market is pretty well cleaned up locally, and this applies to nearly all the old stock of California fruit. Valencia raisins, and both choice and fancy seeded are up, contrary to expectations, and the market is firm. The prospects for Valencias and currants are very good, but the crop is only ordinary in quantity.

Advices from California state that future prices will be higher on all dried fruits, as the crop is below the average, and the fruits are dropping off owing to the extreme heat.

Apples, evaporated, per lb.	0 07½	0 08
Apricots—		
Standard, 25-lb. boxes	....	0 14
Choice, 25-lb. boxes	....	0 16
Fancy	0 18	0 22
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Currants—		
Filiatras, per lb.	....	0 07
Amalas, choicest, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Vostizzas, choice	....	0 10
Vostizzas, shade dried,	0 10½	0 11
Cleaned, ¼ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½
Figs—		
Natural figs, in bags, lb.	0 05	0 07
Comadre figs, in taps, per lb.	0 04	0 04½
Eleme figs, in boxes, according to size, lb.	0 08½	0 15
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 11	0 12½
Choice, 50-lb. boxes	0 07½	0 08
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 12½	0 13¼
40 to 50, in 25-lb. boxes, faced	....	0 11¼
50 to 60, in 25-lb. boxes, faced	....	0 09
60 to 70, in 25-lb. boxes, faced	....	0 07½
70 to 80, in 25-lb. boxes, faced	....	0 07
80 to 90, in 25-lb. boxes, faced	....	0 06½
90 to 100, in 25-lb. boxes, faced	....	0 06
Same fruit in 50-lb. boxes, unfaced, ½c less.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, old stock	0 08	0 08½
Seeded, fancy, 1 lb. packets	....	0 08½
Seeded, choice, 1 lb. packets ½	0 07¼	0 07¾

BEANS.—Good beans are firm and scarce for the best quality. Medium quality or primes are quoted at about $1.90. The lower grades are hard to sell, as they show a tendency to be musty.

Beans, Canadian, H.P., per bushel	....	2 25
Beans, Canadian, cheaper grades	1 80	2 00
Austrian pea beans, H.P.	2 75	2 85

CANNED GOODS.

Montreal, July 15.—Rectified prices have this week been announced on canned lobsters as follows:

1 lb. flats ....$6.25—$6.35
1 lb. talls .... 6.10— 6.20
½ lb. flats .... 3.25— 3.30

Lobsters are fast becoming an article of luxury rather than an every day necessity.

A decline is also announced in clover leaf salmon, ½ lb. flat size only. These originally quoted at $1.70 to $1.72½, are now given at $1.50 to $2.50.

All canned goods are quite active this week. A lot of inquiries are coming in for tomatoes, so that now it is thought that stocks will not be more than sufficient to carry the trade through until the new pack.

Prices on new pack peas and strawberries are expected before end of week. Peas should be much cheaper, but owing to short crop of strawbrries it is not expected that any great reduction will be made in this line.

Toronto, July 16.—Wholesalers and retailers are keenly awaiting the announcement from the canners, but it may be two weeks before the figures are out. In the meantime figuring by guesswork on the condition of the various crops is the order of the day. Many dealers expect that strawberries will open high, as the pack was only half the regular one. Raspberries are coming in fairly plentifully, but peas will be below the usual in quantity. The apple crop is estimated at only 45 per cent.

The 1912 stock on hand is quite light, with the exception of peas, and the high price of these compared with corn and the growing popularity of French peas are the reasons assigned for the surplus on hand. However, some consolation remains for those who were caught in the shortage of this year's crop.

MANITOBA MARKETS.

Winnipeg, July 16.—The recent rains in the three provinces, followed by fine weather, have buoyed up every class in the business world, and each week sees the spirit of hopefulness mounting higher. Retail grocers exhibit a shade more confidence in buying, although extreme care will be exercised for weeks to come to avoid overstocking.

Collections are expected to improve soon. During the past year only 30 per cent. of the indebtedness was met, but 20 per cent. more is looked for this year as a result of the pruning credit system that has been adopted on every side.

SUGAR.—The market remains firm, with prices unchanged and the demand steady.

Extra standard granulated, per bbl.	4 85
Montreal yellow, per bbl.	4 45
B.C. yellow, per barrel	4 45
Icing sugar, per barrel	5 45
Powdered, per barrel	5 25
Lumps, hard, per barrel	5 75
Sugar in sacks, 5 cents less.	

SYRUPS.—The market continues quiet, with the same prices ruling.

Corn Syrups—		
2 lb. tins, per case	....	2 28
8 lb. tins, per case	....	2 63
10 lb. tins, per case	....	2 51
20 lb. tins, per case	....	2 62
Barrels, per 100 lbs.	....	3 82
Molasses, New Orleans, gal.	0 33	0 35
Molasses, Barbados, gal.	0 45	0 50
Maple syrup, quarts, per case	....	6 20
Maple syrup, ½ gals.	....	5 85

DRIED FRUITS. — Neither the changes in the prices of raisins down East nor the increase on the coast have affected the market here.

	Per lb.
Prunes—	
Prunes, 90 to 100, 25 lbs.	0 05¼
Prunes, 80 to 90, 25 lbs.	0 06
Prunes, 70 to 80, 25 lbs.	0 06¼
Prunes, 60 to 70, 25 lbs.	0 06⅞
Prunes, 50 to 60, 25 lbs.	0 08
Prunes, 40 to 50, 25 lbs.	0 10
Apricots—	
Choice	0 15½
Standard	0 13½
Slab	0 11½
Nectarines	0 11½
Cooking Figs—	
Choice boxes	0 06¼
Half boxes	0 06½
Half bags	0 05¼
Valencia Raisins—	
Fine, f.o.s., 28s, s.p., per box	2 75
Fine, selected, 28s, s.p., per box	2 70
4-crown layers, 22s, s.p., per box	2 65
4-crown layers, 17s, s.p., per box	1 35
4-crown layers, 17s, s.p., per box	0 75
Ne plus ultra, 82s, s.p., per box	2 20
Sultanas—	
California	0 09¾
Smyrnas	0 14
Currants—	
Dry clean, per lb.	0 07½
Washed, per lb.	0 07¾
1-lb. package	0 08¾
2-lb. package	0 17¾

TEAS AND COFFEES.—Rios and Santos are easier, and further reductions in most lines are looked for.

Coffee—		
Green Rio, No. 5	....	0 14¾
Roasted Rio	....	0 20
Green Santos	....	0 15¾
Roasted Santos	....	0 22
Chicory	....	0 11¼
Teas—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japans, May picking	0 35	0 50
Japans, choice	0 35	0 45

NUTS.—Trade continues good, with a tendency to stiffen prices.

Brazils	0 18	0 19
Tarragona almonds	....	0 16¼
Peanuts, roasted, Jumbos	....	0 13
Peanuts, choice	....	0 11
Pecans	....	0 22
Marbot walnuts	....	0 13½
Grenoble walnuts	....	0 16
Sicily filberts	....	0 11½
Shelled almonds	....	0 37
Shelled walnuts	....	0 31

BEANS.—The railroad camps are the best customers these days, and the market is unchanged.

Beans—		
Hand picked	....	2 35
3 lb. picker	....	1 95
Peas—		
Split peas, sack, 98 lbs.	....	3 85
Whole peas, bushel	2 75	2 85
Barley—		
Pot barley, per sack 98 lbs.	....	4 75
Pearl barley, per sack 98 lbs.	....	3 65

PRODUCE AND PROVISIONS. — The tone in the local butter market this week was stronger, creamery butter and the best grade of dairy butter advancing one cent per pound. The cheese market is steady and prices are unchanged. Eggs are not quite so num-

crons, and buyers complain of the poor quality of these coming in, which has resulted in an advance of one cent per dozen for new laid eggs.

Cured meats remain steady at unchanged prices, and lard is still quoted at last week's prices. The trading in live stock is steady at unchanged prices, but dealers complain of the poor quality of cattle being sent in. There are few cattle which reach the top prices.

FRESH FRUITS AND VEGETABLES.—The vegetable trade is fairly active. New Virginia are now being quoted, and Florida celery has replaced California celery. There is a big demand for all kinds of green fruit in the city, and country demands are also coming in. Washington cherries and California peaches are lower. New apples, Ontario gooseberries, and sour cherries are in.

Fresh Fruit—		
Cherries, 10 lb. box	$ 2 00	$ 2 50
Cherries, 24 qts.	4 00	4 50
Vashon strawberries	....	3 75
Bananas, per bunch	2 50	3 00
California lemons, crate	....	11 00
Washington apples	3 00	3 25
Messina lemons	....	9 00
Australian onions	....	4 50
Egyptian onions	....	3 50
Apricots, per case	....	2 25
Valencia oranges	7 00	7 50
Mississippi tomatoes	....	1 50
Watermelons, dozen	....	7 50
Evaporated cranberries	....	3 50
California apricots	....	2 25
California plums, crate	2 25	2 50
California peaches, crate	....	2 00
Imported honey, box	....	3 50
Gooseberries, Ontario	....	1 25
Sour cherries, Ontario	....	1 00
Potatoes—		
Potatoes, per bushel, farmers loads	....	0 35
Carload lots	....	0 32
Vegetables—		
Manitoba radish, doz.	....	0 20
Leeks, dozen	....	0 75
Manitoba lettuce, doz.	....	0 25
Manitoba beets, dozen	....	0 50
Cabbage, new, per pound	....	0 04
Parsley, per dozen	....	0 30
Head lettuce, per dozen	....	1 25
New carrots, per pound	....	0 07
Mississippi tomatoes	....	1 25
Sweede turnips, per bushel	....	0 90
Green onions	....	0 25
Florida peppers, per basket	....	1 10
Cucumbers, dozen	....	1 50
Cauliflower, per dozen	....	4 00
Florida celery	....	1 75
Parsnips, per pound		0 02½
Sauercrout, per pound	....	0 04
Imported mushrooms, lb.	....	1 10
Manitoba rhubarb		0 02
Minn. asparagus, dozen	....	1 25
Spinach, lb.	....	0 08
New apples, per box	....	3 50
Sage, per dozen bunches		0 30
Minnesota mushrooms, per lb.	....	0 90
New Virginia potatoes, per barrel	....	5 00

NOVA SCOTIA MARKETS.

By Wire.

The wholesale grocery business is excellent and the turnover of goods is large. The demand for sugar is heavy while raw sugar has advanced from 20 to 30 cents per cwt. Refined sugars are unchanged. Extra standard granulated is quoted at $4.50 and bright yellow at $4.40 eggs are firmer at 25 cents. Butter is in good supply from 23 to 26 cents and the outlook is for easier prices. The market is almost bare of oranges. Lemons are also scarce, and bacon and hams are at record prices, the former selling at 20 cents and the latter at 21 cents. Both are scarce even at these prices.

Maintaining Prices on Standard Articles

Grocers In Peterborough Decide To Discontinue Selling Regular 5, 10 and 15 Cent Articles at 6, 3 and 2 for a Quarter—This Took Effect June 1 and Secretary Says It Is Working Out Well.

The Peterborough branch of the Retail Merchants' Association (grocers' section), have for some time been trying to eliminate the six-for-a-quarter plan of selling regular standard five-cent straight articles. Prior to June 1 a meeting of the grocers was held at which the matter was discussed, and it was decided that after that date the practice would be discontinued.

The following letter was then sent from the head office of the R. M. A. in Toronto to all the Peterborough grocers who are members of the association:

Dear Sir:

"At a recent meeting of the Grocers' Section of the Retail Merchants' Association of Canada, Peterborough branch, the question was considered, as to whether the prices of articles that are sold to us to retail at 5c, 10c and 15c should be maintained at those prices, or not. A full and open discussion took place on the subject and it was pointed out that with our increased expenses (which are heavier than ever), no retail grocer could do business to-day on less than eighteen per cent., as overhead charges. Taking everything therefore, into consideration, it was unanimously decided that we could not sell 5c, 10c and 15c articles, for less than these prices and be honest with ourselves, our customers, and our creditors.

"We ask you therefore, if you will see that all the prices on standard 5c, 10c and 15c articles, are maintained, commencing on June 1st, 1913. You will notice that we are not asking that the price of any article shall be increased, but that the retail prices which these goods should be sold at are maintained; or, in other words, that all standard 5c articles, shall not be sold at 6 for 25c; or 10c articles, at 3 for 25c; or 15c articles at 2 for 25c.

"Should your attention be called to any merchant, who is selling these articles at less than the standard price, if you will kindly furnish the head office, 21 Richmond Street West, Toronto, with the particulars, the matter will be promptly dealt with."

Only One Complaint.

N. C. Cameron, secretary of the grocers' section of the Peterborough branch states that before adopting the resolution, the grocers got fairly well organized and a grievance committee was appointed to deal with any reports of any member selling at less than the regular prices. This principle was adopted and came into effect on the first day of June. "Up to the present," he says, "only one complaint has been received and after investigating it turned out that it was the customer telling an untruth to the grocer in order to secure six articles for 25 cents, instead of 5 cents straight; so that it is working out splendidly, and we hope it will always continue to do so."

Following are items from Canadian Grocer July 21, 1893:—

"The programme of the third annual picnic of the Retail Grocers' Association of London, to be held in the Queen's Park, London, July 26th, is out. It reveals that the association has provided entertainment ad infinitum for the occasion, and a most enjoyable outing is anticipated. These compose the managing committee: W. H. Ferguson, president; John Moule, vice-president; C. J. Wall, treasurer; E. Sutton, secretary. All the London grocers will close up on the day of the picnic."

"Mr. Rose, of Rose & Laflamme, Montreal, who is at present in England, is expected back at the end of the month. The firm will handle a complete line of grocery specialties."

Editorial Note.—Rose & Laflamme is to-day, after the lapse of two decades, a familiar name in Montreal as a manufacturers' representative.

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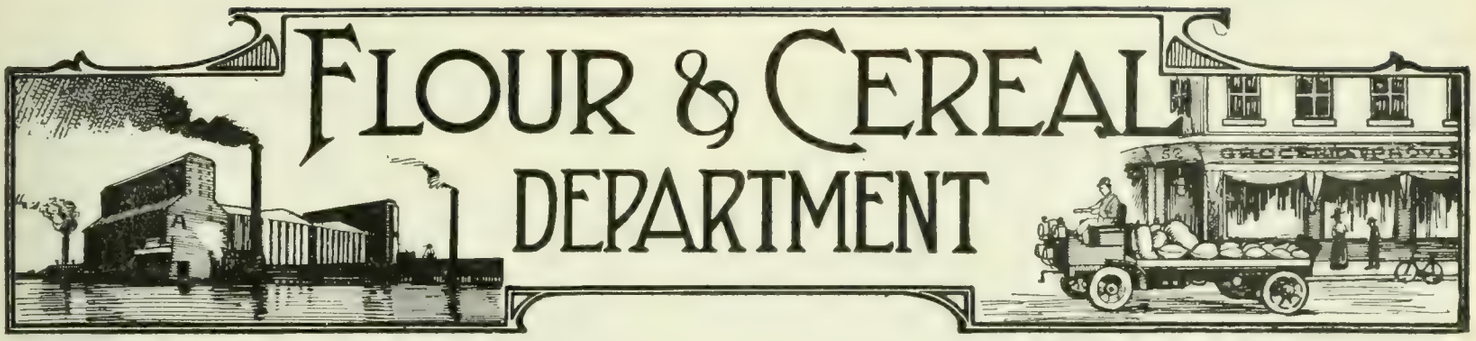
"Successful was the fourth annual excursion of the Hamilton Retail Grocers' Association to Niagara Falls on Wednesday last. It took four special trains of twelve cars each to carry the excursionists to their destination; and then the cars were crowded. Much of the success of the picnic is due to the efforts of President Winnifrith and to Chairman Adam Ballantine, Secretary N. R. Harvey, and Treasurer Bremner, of the committee. It was a tired but highly delighted crowd that got back to the shelter of the Mountain Wednesday night."



Recent Heavy Rains Helping Wheat Crop

As Result Wheat Prices Are Easier, But No Change in Flour—Trade in Latter Holding Steady—Cereals on the Quiet Side, But Rolled Oat Market Holds Firm—Mill Feeds Also Firm.

MONTREAL.

FLOUR.—Owing to heavy rains and more favorable growing weather, crop reports received during past few days have been much better. As consequence, wheat market has gone down, though on Monday the close was slightly higher than on Saturday.

Domestic trade in flour holds good, and for export demand has been picking up during past week. With mill feeds still holding at last week's advance, and with an easier tone to wheat market, no change in flour is anticipated, though millers still maintain that conditions would warrant some further advance.

Market is still altogether dependent on weather conditions, and is likely to continue so for some weeks yet until a definite estimate can be given of growing crop.

	Car lots, in bags, per bbl.	
Manitoba Wheat Flour—		
First patents	5 60	5 75
Second patents	5 10	5 45
Strong bakers'	4 90	5 25
Flour in cotton sacks, 10 cents per barrel more.		
Winter Wheat Flour—		
Fancy patents	5 00	5 60
90 per cent.	....	5 10
Straight roller	....	4 90
Blended flour	5 00	5 40

CEREALS.—Rolled oats continue firm. Buying at present is not very heavy, but a large number of orders have been booked in advance by wholesalers, so that a large portion of the trade is likely to be well protected. Export trade continues fairly good, but not heavy enough to cause any change in conditions here.

Cornmeal continues to move freely with warm weather demand. Prices of corn continue high, so that present levels on meal are being firmly maintained.

	Per 98-lb. sack	
Cornmeal—		
Kiln dried	....	2 00
Softer grades	....	1 85
Rolled Oats—	98s, in jute.	
Small lots	....	2 25
25 bags or more	....	2 15
Rolled oats in cotton sacks, 5 cents more.		
Oatmeal—Fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.		
Rolled wheat—	100-lb. bbls.	
Small lots	....	2 85
Hominy, per 98-lb. sack	....	2 05

MILL FEEDS.—Prices on mill feeds remain firm at last week's advanced level. Demand both for bran and shorts is heavy owing to drought, which until last few days has prevailed throughout the provinces. Should rains continue, an easier feeling would result, but as yet there is no talk of a decline amongst millers.

	Car lots, per ton	
Mill Feeds—		
Bran	....	19 00
Shorts	....	21 00
Middlings	....	23 00
Wheat moulee	....	25 00
Feed flour	30 00	31 00

TORONTO.

FLOUR.—The demand for flour is steady, and the market remains unchanged. This is the season naturally when trade is not brisk, owing to the deterring effect on large present purchases of favorable crop reports. There is, of course, the general quieting effect of the money market on too ambitious purchasers. The milling companies are constantly in receipt of requests to hold cars, already ordered, for 15 or 20 days. Even wires are sent for this purpose. They in their turn are not moving more wheat from their elevators in the West than is enough to satisfy immediate demands. On the whole, however, business is quite satisfactory.

Reports from the West agree that the crops, although from one week to ten days late, are in promising condition.

	Car lots, in bags, per bbl.	
Manitoba Wheat Flour—		
First patent	....	5 50
Second patent	....	5 00
Strong bakers'	....	4 80
Flour in cotton sacks, 10c per bbl. more.		
Winter Wheat Flour—		
Fancy patents	4 90	5 10
90 per cent.	4 80	5 00
Straight roller	4 60	4 80
Blended flour	5 05	5 35

CEREALS.—This is an off season for all except breakfast foods. Prices, however, hold firm.

Cornmeal, per 98 lb. bag—		
Kiln dried, 25 bag lots	1 85	1 90
Softer grades, 25 bag lots	1 70	1 75
Rolled oats, per 90 lb. sack, in jute—		
Small lots	2 25	2 30
25 bags to car lots	2 15	2 20
Rolled oats in cotton sacks, 5 cents more.		
Oatmeal, standard and granulated, 10 per cent. over rolled oats in 90 S, in jute.		
Rolled Wheat—		
50 lb. boxes	....	1 50
100 lb. barrels, small lots	....	2 85
100 lb. barrels, 5 bbl. to car lots	....	2 70

MILL FEEDS.—The advance of $1 per ton on bran and shorts, as reported last week, still holds. The dry weather keeps the demand good, although a slackening is expected as a result of the improved pasturage following the recent rains.

	car lots. per ton.	
Mill Feeds.—		
Bran	....	19 00
Shorts	....	21 00
Middlings	21 00	23 00
Wheat Moulee	23 00	25 00

WINNIPEG.

FLOUR AND CEREALS.—The demand for flour is dull, as every one is holding off to get a line on the crop prospects. Prices are unchanged this week.

Flour—		
Best Patents, per bbl.	....	5 60
Seconds	....	5 10
First clears	....	4 20
Low grades	....	2 90
Rolled oats—		
80 lb. sack	....	1 65
Granulated 98	....	2 15
Corn meal—		
98 lb. sack	....	1 95
Wheat granuels, 16-65	....	3 25

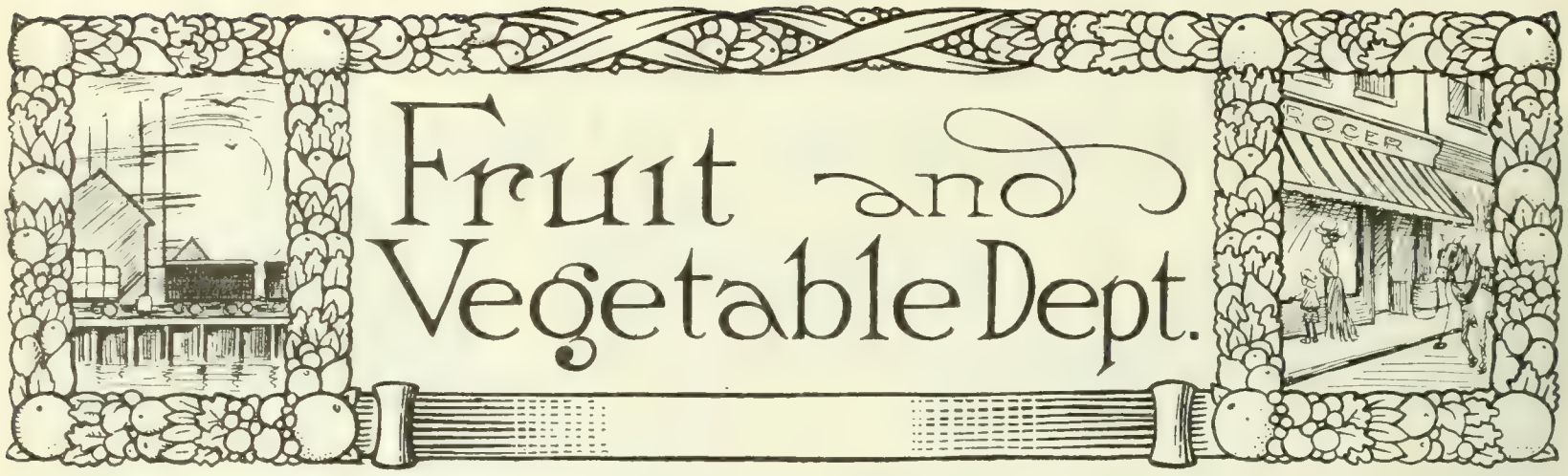
A. Lerman, of Winnipeg, has sold his grocery at Burrows Ave. to Sam Albert.

* * *

E. Edwin Scruton, of Calgary, Alta., who represents Chase and Sanborn in Alberta and Eastern British Columbia, stopped off in Montreal this week on his return from the Old Country. There, along with his wife, Mr. Scruton has spent the last month.

* * *

Thos. Mitchell, who for the past three and a half years has been connected with the firm of Davidson & Hay, Toronto, has accepted a position with The St. Lawrence Sugar Refinery and will cover for them the principal centres of Ontario.



Raspberries Decline Under Good Supply

Crop This Year is Pretty Good—Strawberries Almost Over—Firm Banana, Lemon and Orange Market—New Potatoes a Little Higher—Imported Tomatoes Also Higher.

MONTREAL.

GREEN FRUITS.—Some strawberries have already been received from New Brunswick and sold at about 20 to 22 cents. Crop is reported as short so that season will last only a week or ten days, and is expected to be on in full swing before end of week.

A few blueberries have been received by express from United States points, also some from New Brunswick. These latter will be in strongly within a week. Prices are expected to range from about 15 to 18 cents for a start.

Staple fruits are moving fairly well but owing to popularity of Canadian and California lines are taking a second place.

CANADIAN SEASONABLE FRUITS.		
Blueberries, New Brunswick, per qt.	0 15	0 18
Currants, red or white, per qt.	0 06	0 08
Cherries—		
Red, 11-qt. baskets	1 00	1 25
Red, 6-qt. baskets	0 60	0 75
Black, 11-qt. baskets	1 75	2 25
Black, 6 qt. baskets	1 00	1 25
Gooseberries—		
English, 11 qt. basket	0 60	0 75
English, 6-qt. basket	0 30	0 35
Raspberries, per quart	0 17½	0 20
Strawberries, western, per qt.	0 15	0 20
Strawberries, New Brunswick, qt.	0 20	0 22
CALIFORNIA SEASONABLE FRUITS.		
Apricots, 4 basket carrier	....	1 50
Cantaloupes, 45s, per crate	....	5 00
Peaches, Alexanders, box of 8-10 doz.	1 50	1 75
Peaches, Crawfords, box	....	2 25
Pears, half case	....	2 75
Pears, Bartlet, box	4 00	4 50
Plums—		
Clyman, 4 bkt. carriers	2 00	2 75
Tragedies, 4 bkt. carriers	2 00	2 50
STAPLE LINES.		
Apples—		
Spies, first grade, per bbl.		9 00
Spies, second grade, per bbl.		7 00
Harvest, Illinois, per hamper		2 75
Bananas, per crate	2 00	3 00
Grapefruit, Florida, case	8 50	9 00
Grapefruit, Jamaica, case	4 50	6 50
Lemons, Verdelli, new, case	6 00	7 00
Limes, Florida, box of 100	....	1 25
Oranges—		
Sorrentos, 80s	....	2 50
Sorrentos, 160s	....	4 50
Sorrentos, 200s	....	5 00
Messina, 100s, half boxes	....	2 75
Messina, 80s, half boxes	....	2 50
Late Valencias	4 50	6 00
Pineapples, Florida—		
30s, per case	....	4 50
24s, per case	....	4 75
Watermelons, Watsons	0 50	0 75

VEGETABLES. — Mississippi tomatoes jumped up Monday to $1.50 per crate, and are likely to go even higher owing to season being well over and to shortage of Jersey crop. Some Jerseys in 6 basket carriers are appearing and selling at $3.25 to $3.50. Stocks, however, of all kinds are low, and on Monday all tomatoes on auction were cleaned out in half an hour.

Crop predictions on onions are quite favorable. Some fine stock is now offering, green, and selling at 10 to 15 cents per dozen.

Vegetables—		
Beans, wax, per hamper		2 25
Beets, new, dozen		0 50
Beans, green, per hamper	....	2 25
Cabbage, new, crate of 4 to 5 doz.	1 00	4 50
Carrots, new, dozen	0 25	0 30
Cauliflower, hothouse, per dozen	0 75	2 00
Corn, green, per crate of 6 doz.	....	3 50
Cucumbers, hothouse, per dozen	0 75	1 00
Cucumbers, per hamper	....	2 75
Egg plant, box		3 50
Lettuce, domestic, heads, doz.	0 25	0 40
Mushrooms, basket of 4 lbs.	....	3 00
Onions—		
Egyptian, bag of 110 lbs.	2 00	2 25
New, green, per dozen	0 10	0 15
Peppers, green, crate		4 50
Peas, green, per hamper		1 25
Potatoes—		
Virginia, per bbl.	3 25	3 50
Green Mountain, car lots, bag	0 75	0 80
Quebec grades, car lots, bag	0 60	0 65
Quebec grades, small lots, bag	0 80	0 90
Radishes, per dozen	0 15	0 20
Rhubarb, per doz. bunches	0 15	0 25
Tomatoes, Mississippi, case	1 50	1 75
Tomatoes, New Jersey, bushel crate	3 25	3 50
Tomatoes, Canadian hothouse, per lb.	....	0 20
Water cress, per doz. bunches	....	1 00

TORONTO.

GREEN FRUITS.—Fresh fruits are coming in steadily. This week marks the passing of the strawberry which is supplanted by raspberries, and currants. Raspberries are proving a good crop and prices have dropped three cents, now standing at 15 to 17 cents. California peaches are not plentiful but there is a good crop of Crawfords, and these and St. John's are quoted at $2 to $2.25 a box. Cherries are slightly higher, Canadian 11 qt. baskets running from 75 cents to $1. Gooseberries have advanced. Bananas also are up; last week's quotations were $1.35 to $1.65 and this week, $1.50 to $2.25. Lemons continue firm and at $6 a case are $1 higher than a year ago. Contracts, however, have been made with the growers and the prices are not likely to advance further.

Ontario Government reports this week forecast an apple yield at less than 50 per cent. of the average, owing to the cold weather in the late spring. Early yellow peaches in the Niagara district are a light crop, but generally the official returns indicate a fairly good yield. These are as follows: Raspberries, 84 per cent; red currants, 73 per cent.; gooseberries, 70 per cent.; cherries, 76 per cent.; early peaches, 72 per cent.; late peaches, 76 per cent.; pears and grapes, each 75 per cent.; plums, 70 per cent.

Bananas, per bunch	1 50	2 25
Cantaloupes, California, 45s, case	4 75	5 00
Currants, red, per qt.	0 07	0 09
Cherries, Canadian, 11-qt. bkt.	0 75	1 00
Cherries, Canadian, 6-qt. bkt.	0 40	0 50
Cocoanuts, per sack of 80	5 00	5 50
Gooseberries—		
Smalls, 6 qt. basket	0 25	0 35
Smalls, 11 qt. basket	0 60	0 70
English, 6-qt. basket	....	0 45
English, 11 qt. basket	0 85	0 90
Lemons, Verdelli, new	5 50	6 00
Oranges, California Valencias	5 50	6 25
Oranges, Messina, oval ½ box	....	3 00
Limes, per box of 100	....	1 50
Peaches, St. John and Crawfords, box of 8-10 dozen	2 00	2 25
Pears, California, boxes Bartletts	....	4 50
Peaches, Georgia, 6 bkt. carriers	3 25	4 50
Pineapples, Florida, 30s, per case	....	4 00
Plums, Clyman, box	1 75	2 25
Plums, Tragedy, box	1 75	2 00
Raspberries, per qt.	0 15	0 17
Watermelons, 23 to 35 lbs.	0 40	0 65

VEGETABLES.—The drop in new potatoes to $3 a barrel one week ago did not last long. This week they are up again to $3.25 and $3.50. Cabbage, however, is cheaper with a 75 cent. drop. Asparagus is off the market and with it green beans. Mississippi tomatoes are up again, from 25 to 30 cents per 4 basket carrier. Other prices rule about the same.

Beans, wax, 11-qt., per basket	0 75	0 80
Beets, Canadian, new, per basket	0 25	0 35
Carrots, Canadian, new, doz. bchs.	....	0 20
Carrots, imported, per box	2 00	2 25
Cabbage, Canadian, crate of 30	....	2 75
Cauliflower, Canadian, cs. of 2 doz.	....	2 00
Cauliflower, Canadian, cs. of 5 doz.	....	5 00
Corn, new, crate of 5 doz.	....	2 00
Cucumbers, Florida, hamper	2 00	2 25
Lettuce, domestic heads, basket	0 30	0 35
Mushrooms, per lb.	....	0 75
Onions—		
American, new, hamper	....	1 50
Egyptian, sack of 112 lbs.	2 25	2 50
Texas, Bermudas, 50-lb. crate	1 40	1 50
Bermudas, 50-lb. crate	....	1 50
Green, imported, per doz.	0 25	0 30
Parsley, large bunches, doz	....	0 75
Peas, green, 11 qt. bkt.	0 60	0 65
Peas, green, hamper	2 75	3 00
Potatoes—		
New, per barrel	3 25	3 50
New Brunswick, per bag	....	0 75
Ontario, per bag	0 75	0 85
Radishes, doz. bunches, domestic	....	0 20
Rhubarb, domestic, doz. bunches	....	0 20
Spinach, Canadian, bushel	0 25	0 40
Tomatoes, Canadian, basket	1 50	1 75
Tomatoes, Mississippi, 4-bkt. carriers	1 30	1 50
Water cress, domestic, 11-qt. basket	0 35	0 50

Low Prices Predicted on Preserved Fish

Prospects Are That All Kinds of Pickled and Preserved Fish Will be Lower Than Last Season—Catches Have Been Well Up to An Average So Far and Look Favorable for a Good Season Throughout—Opening Prices on Mackeral Down 15 Per Cent.

MONTREAL.

FISH.—Demand is keeping well up for all lines of fish. Summer places opening up in full swing have created a big demand for many lines, but particularly gaspe salmon, brook trout, frogs legs, crab meats, lobsters, etc.

There is a good demand also for all lines of preserved and canned fish. During hot weather a few more pickled are also used, particularly in salmon, trout and herring. So well have these been moving out lately that the trade has started to investigate prices for the coming season on all kinds of pickled fish. Judging from the way things look now, the chances are that prices will be as low if not lower, as a general thing, than last year. The fishing season for most lines is now well on and though no definite statement can be made, still it appears safe to predict that should the demand be the same or even better than last year, prices are likely to be lower. Catches of haddock, herring and cod have been well up to an average. As yet prices have been announced only on pickled mackerel, which are quoted at about 15 per cent. below opening prices last year.

Prepared fish such as skinless and boneless cod are moving freely. Both shell and bulk oysters, however, are going out only slowly.

FRESH FISH.

Barbotte (dressed), bullheads, per lb.	0 09	0 10
Bluefish, fancy, per lb.	0 16	0 18
Carp, per lb.	....	0 07
Doree, per lb.	0 11	0 12
Market cod, cases, 250 lbs., per lb.	....	0 05
Flounders, per lb.	0 06	0 07
Haddock, fresh, per lb., by express	0 04	0 05
Salmon, B.C., red, per lb.	0 15	0 16
Salmon, Gaspe, per lb.	0 15	0 16
Steak cod, per lb.	....	0 06
Trout, brook, per lb.	....	0 30
Trout, lake, per lb.	0 11	0 12
Frog's legs, large, per lb.	....	0 50
Frogs' legs, small, per lb.	....	0 25
Halibut, fresh, per lb.	0 10	0 11
Herring, per 100 fish	....	1 80
Mackerel, per lb.	0 09	0 10
Pike, dressed	0 07	0 08
Perch, dressed	0 09	0 10
Turtles, small, per lb.	....	0 15
Whitefish, per lb.	0 11	0 12
Smelts, per lb.	....	0 12

FROZEN FISH.

Herring, per 100 fish, medium	....	1 50
Haddock, per lb.	0 04	0 05
Smelts, fancy	0 12	0 13
Smelts, No. 1, per lb.	0 08	0 09
Salmon, fancy spring, per lb.	0 14	0 15
Salmon, Gaspe, per lb.	0 15	0 16
Salmon, Qualla, per lb.	0 07½	0 08
Whitefish, large, per lb.	....	0 10
Whitefish, small, per lb.	....	0 07

PREPARED FISH.

Boneless fish, in blocks, 20 lb. boxes, per lb.		0 06
Dry Pollock, 100 lb. bundle, per bundle		6 00
Pure cod tablets, 20 lb. boxes, per lb.		0 10½
Pure cod, 3 lb. box, per lb.		0 15
Shredded cod, 2 doz. in box, per box		1 80
Boneless strip cod, 30 lb. box, per lb.		0 10
Pure skinless cod, 100 lbs. boxes, per lb.		6 00

SALTED AND PICKLED.

Green cod, per bbl., 200 lbs., No. 1	....	7 00
Labrador herring, per bbl.	5 00	5 00
Labrador herring, per half bbl.	....	2 75
No. 1 mackerel, 20 lb. kits	....	1 75
No. 1 mackerel, half bbls.	....	7 00
Lake trout, kegs	....	7 00
No. 1 green haddock, per 200 lbs.	....	5 00
Salt eels, per lb.	0 06	0 06½
Salt sardines, bbls., 200 lbs.	....	5 00
Salt sardines, half bbls.	....	3 00
Scotch herring	....	7 00
Holland herring, bbl.	....	9 00
Holland herring, half bbl.	5 00	6 00
Holland herring, keg	0 70	0 75
Labrador salmon, bbls.	15 00	16 00
Labrador salmon, half bbls.	8 00	9 00
Sea trout, half bbls.	....	6 50
Eels, per lb.	....	0 08

SMOKED.

Bloaters, box	1 00	1 10
Eels, per lb.	....	0 12
Haddies, fancy, fresh cured	....	0 08
Haddies, regular	0 06	0 07
Fillets, fancy, fresh cured, lb.	....	0 12
Fillets, regular, lb.	....	0 10
Herring, boneless, 10 lb. boxes, lb.	0 10	0 12
Herring, new, smoked, per box	0 13	0 15
Kippers (small), per box of 50 fish	1 00	1 25
Smoked salmon, per lb.	....	0 22

CRUSTACEANS.

Crab meats, per gal.	....	2 00
Lobsters, live, per lb.	0 25	26
Lobsters, boiled, per lb.	0 26	0 27
Shrimps, per gal.	....	2 00
Periwinkles, per bus.	....	2 50
Prawns, per gal.	....	2 00

SHELL FISH.

Scallops, per gal.	....	2 75
Solid meats—Standards, gal., $1.80; selects, gal.	..	2 00
Bulk standards, gal., $1.50; selects	....	1 80
Clams, per bbls.	....	7 00
Cape Cod shell oysters	....	12 00

TORONTO.

FISH.—Summer business continues good with prices showing little change. The production of halibut is much better than a year ago. No reports have been received from the canners so far, but it can be stated authoritatively that the price of salmon, when announced, will show a marked drop compared with last year.

Frozen Stock—		
Roe shad, weight 3 lbs., each	1 00	1 25
Whitefish, per lb.	0 09	0 10
Fresh Caught—		
Haddock, per lb.	0 06½	0 07
Halibut, per lb.	0 11	0 12
Herring, per lb.	0 06	0 08
Lobsters, live, per lb.	0 40	0 50
Mackerel, weighing 1½-3 lbs., each	0 15	0 25
Pickerel, yellow, per lb.	....	0 12½
Pike, per lb.	0 06	0 07
Roe shad, weight 3 lbs., each	1 00	1 50
Salmon, Restiguse, per lb.	0 22	0 28
Salmon, B.C., per lb.	....	0 23
Steak, cod, per lb.	0 08	0 10
Trout, per lb.	0 12	0 14
Whitefish, per lb.	....	0 12
Smoked—		
Finnan haddie, per lb.	....	0 08
Kippers, box of 40	1 10	1 25
Bloaters, box of 60	....	1 25
Fillets, per lb.	....	0 13
Prepared—		
Cod, 1 lb. tablets, case of 20	....	2 00
Salted and Pickled—		
Herring, Holland, per keg	0 70	0 75

Shrimps—
1 gal. cans, $1.25; 2 gal. cans, $2.40; 3 gal. cans, $4.60; in pound lots, per lb. 16c.

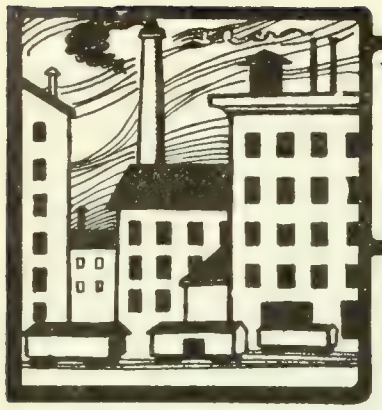
HALIFAX.

FISH.—All seasonable fresh fish are in good supply on local market. Mackerel are still on the coast, and at some points fair catches are being made. Herring are also fairly plentiful. The demand for fresh fish is about the average for season. Some of the local grocers are taking advantage of high price of fresh meats, compared with present prices of canned salmon, on which they are specializing as a beneficial food in hot weather. Sales of salmon have increased considerably. There is little doing in salt fish trade. Stocks of old fish are pretty well cleared up, and market is now ready for the new cure. Total catch of mackerel is considerably above that of last season.

WINNIPEG.

FISH.—Prices took an advance this week, fresh pickerel going up to 14 cents, marked cod to 10, lake trout half a cent higher, Holland herring 2 cents a keg, and Labrador herring from $4.20 to $4.25 and $4.50 per half barrel. Trade in fresh fish is active.

Fish—	
Fresh salmon	18
Fresh halibut	10
Steak cod, lb.	12½
Lake Winnipeg white fish	09
Fresh pickerel, lb.	14
Haddock, lb.	06
Market cod	10
Finnan haddie	08
Kippers, per box	$2 00
Lake trout, per lb.	12½
Bloaters, per box	$1 50
Holland herring, keg	72
Labrador herring, half barrel	4 25 4 50
Salt mackerels, kit	$2 75



Produce & Provisions

Hogs, Hams and Bacon Moving Upwards

Light Receipts of Former Have Tendency to Stiffen Prices on the Products —Butter Easier Owing to Weather Conditions and Good Supplies—Weaker Market Ahead—Prospects for Honey to Open a Little Lower Than Year Ago.

Short stock has sent ham and bacon on the upward move this week and many dealers are quoting light and medium hams at one cent more, and roll bacon at half a cent increase. A good demand prevails in the warm weather and prices of other lines are firm in sympathy with ham and bacon.

Live hogs have gone up 35 cents per cwt. during the week, and dressed hogs advanced a full cent a pound. The receipts in both were light up to end of last week, and fair for the first half of this week.

The indications are that the higher prices of hogs and the dressed produce will continue for sometime.

The butter and egg markets fall off slightly owing to the heat. The general condition was reflected on the board of the Toronto Produce Exchange on Monday when the following were the offerings:

BUTTER.—Dairy, none; creamery, 100 box solids or prints, finest, 25¼, no offer; 25 box solids, finest, 25¼, 25 bid; 50 box solids, finest, 25¼, no offer; 50 box solids, finest, 25, no offer.

EGGS.—50 cases, rots out, 21, 20 bid; 50 cases, rots out, 22, no offer.

CHEESE.—240 box new large, finest, 13⅜ f.ob., no offer; 50 box new large, finest, 13⅝ del., no offer; 50 box, old triplets, 14½, no offer; 25 box, new twins, 13⅞, no offer; 50 box, new twins, 13¾, 13⅝ bid; 50 box, old Sept., large, 13½, no offer; 10 box, old Sept., twins, 13½, sold.

MONTREAL.

PROVISIONS.—All hams moved up about 1 cent during past week and hold firm at higher level. Bacons remain unchanged, but are firm at present prices with heavy demand. Barreled pork on the other hand took a drop of one dollar per barrel. While general prices quoted have been $30, one dealer states: "We haven't sold above $29 for two or three weeks." Whole market depends largely on weather conditions. Heavy demand will continue only with hot weather, and should lower temperatures prevail there would be a tendency towards an easing off on prices.

		Per lb.
Hams—		
Light, under 12 lbs.	....	0 21
Medium, 12 to 20 lbs.	0 20	0 20½
Large, 20 to 40 lbs.	....	0 19½
Backs—		
Plain, bone in	....	0 23½
Boneless	....	0 26
Peameal	....	0 26
Bacon—		
Breakfast	0 21	0 23
Roll	....	0 17
Shoulders, bone in	....	0 16
Shoulders, boneless	....	0 16½
Cooked Meats—		
Hams, boiled	0 30	0 31
Hams, roasted	....	0 32
Shoulders, boiled	....	0 26½
Shoulders, roasted	....	0 27½
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 80-100 lbs.	....	0 14½
Flanks, bone in, not smoked	....	0 15½
Barrelled Pork—		Per bbl.
Heavy short cut mess	....	29 00
Heavy short cut clear	....	29 00
Clear fat pork	....	28 00
Clear pork	....	27 00
Lard, Pure—		Per lb.
Tierces, 375 lbs. net	....	0 13¾
Tubs, 50 lbs. net	....	0 14
Boxes, 50 lbs. net	....	0 14
Pails, wood, 20 lbs. net	....	0 14¼
Pails, tin, 20 lbs. gross	....	0 13¾
Cases, 10-lb. tins, 60 in case	....	0 14¾
Cases, 3 and 5-lb. tins, 60 in case	....	0 14¾
Bricks, 1 lb. each	....	0 15½
Lard, Compound—		
Tierces, 375 lbs. net	....	0 10¾
Tubs, 50 lbs. net	....	0 11
Boxes, 50 lbs. net	....	0 10⅞
Pails, wood, 20 lbs. net	....	0 11¼
Pails, tin, 20 lbs. gross	....	0 10¾
Cases, 10-lb. tins, 60 in case	....	0 11½
Cases, 3 and 5 lb. tins, 60 in case	....	0 11¾
Bricks, 1 lb. each	....	0 12½
Hogs—		Per cwt.
Live, f.o.b.	9 15	9 25
Live, fed and watered	10 25	10 50
Dressed	....	14 75

BUTTER.—Butter markets in country on Saturday were easier, prices dropping to 24¼ at St. Hyacinthe and ruling from ⅞ to 1 cent lower all round. While no change has been made here, prospects are for easier prices. Butter market has been high right along and with sales to the west less by 25 cars than year ago, with no export demand at present and with prospect of English market ruling low so that New Zealand butter is likely to be brought again to meet the demand at the Pacific coast, thus cutting out chances for exporting in future, prospects would appear in favor of an easier market here. In face of this, however, and in face of the fact that receipts are higher by 18,000 boxes than year ago, and stocks in Montreal on July 1 heavier by 1-3 than last year, some dealers are still paying as high as 26 cents in the country for creamery. Summing all up one dealer states: "Whatever prices are being now paid, I can't see anything for it but that prices should rule easier."

		Per lb.
Butter—		
Creamery prints, fresh	....	0 27½
Creamery solids	....	0 27
Dairy prints	....	0 24
Dairy solids	....	0 24
Separator prints	....	0 24
Separator solids	....	0 24

EGGS.—Prices on eggs this week are quoted as slightly higher than last week, 29 cents straight prevailing on new laids in case lots. Receipts are fairly heavy and everybody well stocked up, so that stocks on hand are even heavier than year ago. Even to-day some are paying as high as 20 to 21 cents in the country, which by one dealer who is buying what he can at 19c f.ob., loss off, and lets the rest go, is termed quite ridiculous.

		Per dozen.
Eggs, case lots—		
New laids	....	0 29
Selects	....	0 27
No. 1s	....	0 24
No. 2s	....	0 21
Splits	0 19	0 20
New laid eggs, in cartons	....	0 30

CHEESE.—Prices on cheese dropped on country boards about 5-16 to ½ cent on Saturday and are still considered too high by buyers. Make is smaller than year ago, receipts from May 1 to July 1 showing a decrease of 71,000 boxes. This, however, is accounted for largely by fact that factories started later, and devoted their energies more to manufacturing of butter. English market, however, is also controlling the situation and keeping prices up.

	New.	Old.
Cheese—		
Large	0 13	0 14¼
Twin	0 13	0 15
½ Twin	0 13½	0 15
Stilton	....	0 17

POULTRY.—Under fair demand and offerings none too heavy, prices continue to hold at last week's level. Broilers are offering rather more freely and show better weight. Still some shortage is reported in geese and turkey.

Broilers, spring, 3 lb. pair	....	1 50
Broilers, milk fed, frozen	0 28	0 32
Chickens, per lb.	0 20	0 21
Ducks, per lb.	....	0 22
Fowl, per lb.	....	0 17
Geese, per lb.	0 14	0 15
Turkeys, per lb.	....	0 25

TORONTO.

PROVISIONS.—The feature of the market this week is the decided advance in hogs, and the products, ham and bacon. Light receipts in hogs at end of last week drove the market up from $13.25 to $14.50, which was in time reflected in an advance of one cent generally in light and medium hams, and a sectional rise in bacon. Whole market is firm and prices promise to continue as they are for some weeks.

Hams—		
Light, per lb.	....	0 21
Medium, per lb.	....	0 21
Large, per lb.	**0 18**	**0 18½**
Backs—		
Plain, per lb.	**0 23**	**0 24**
Boneless, per lb.	**0 25**	**0 26**
Pea meal, per lb.	0 24	0 25
Bacon—		
Breakfast, per lb.	**0 20**	**0 21**
Roll, per lb.	0 16	0 16½
Shoulders, per lb.	**0 13½**	**0 14¼**
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 15¾	0 16
Long clear bacon, heavy	**0 15**	**0 15¼**
Cooked Meats—		
Hams, boiled, per lb.	0 29	0 30
Hams, roast, per lb.	....	0 30
Shoulders, boiled, per lb.	....	0 22½
Shoulders, roast, per lb.	....	0 23½
Barrelled Pork—		
Heavy mess pork, per bbl.	24 00	25 00
Short cut, per bbl.	28 50	29 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 14	0 14¼
Tubs, 60 lbs., per lb.	0 14¼	0 14½
Pails, 20 lbs., per lb.	....	0 14¾
Pails, 3 and 5 lbs., per lb.	....	0 15½
Bricks, 1 lb., per lb.	....	0 15¾
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 10	0 10¼
Tubs, 60 lbs., per lb.	0 10¼	0 10½
Pails, 20 lbs., per lb.	0 10½	0 10¾
Hogs—		
Live, f.o.b., per cwt.	9 15	9 25
Live, fed and watered, per cwt.	....	9 60
Dressed, per cwt.	....	14 50

BUTTER.—"Stagnant owing to the heat," was the description of the butter marke given by one dealer. The recent rains have improved the pasterage and the supply continues, but much that reached the dealers this week was "mussy" and prints out of shape. As a result the market was easier, although the expected sharp decline did not materialize.

"Sentiment always influences July prices," observed a buyer to the Canadian Grocer. "From time beyond memory we have heard of the 'June make' being packed. This seems to imply that it is superior to the July output, but of course with most of it coming from well run creameries this is not the case."

An interesting rumor comes from England that Siberian butter will shortly reach the London market and this is credited with keeping export prices down.

Butter—	Per lb.	
Creamery prints, fresh	0 26	0 28
Creamery solids	0 25	0 26
Dairy prints, choice	0 21	0 23
Dairy solids	0 20	0 22
Separator prints	0 23	0 24
Separator solids	0 21	0 22

EGGS.—The market is weak owing to the large proportion of bad eggs and No. 2's in nearly every lot offered. The explanation that excuses the producer is that he is busy with his harvest this time of year and has no time—or else does not bother—to look carefully after the new-laid eggs. Some dealers are refusing last week's prices, but the most are keeping up. The price for No. 1's remains firm, some districts reporting a slight increase.

Eggs, case lots—	Per dozen.	
Selected new laid	0 26	0 27
Selected new laid, in cartons	....	0 28
Fresh gathered	0 23	0 24
No. 2's	0 18	0 20
Splits	0 17	0 18

CHEESE.—The offerings have been heavy, but buyers and sellers were far apart. The prices are unchanged since last week.

Cheese—		
Old, large	0 15	0 15¼
Old, twins	0 15¼	0 15½
New, large	0 14¼	0 14½
New, twins	0 14¾	0 15

HONEY.—Supplies of new honey continue to come in slowly and the market awaits a livelier movement before prices are decided upon. The indications are that these will be slightly easier than one year ago. August rates in 1912 were 10½ for clover, strained, and 8½ for buckwheat.

The little new comb honey that has arrived is bringing fancy prices, one dealer paying $2.75 this week for a dozen sections, an average of nearly 23 cents apiece. Last year's crop seems to be pretty well cleaned out.

POULTRY.—The supply is liberal and there is a fair demand, especially for fresh broilers. Old ducks have made their farewell appearance. After the decline of one week ago prices remain steady.

Frozen Stock—	Per lb.	
Broilers, dressed	0 22	0 25
Chicks, milk fed, dressed	0 25	0 28
Chickens, dressed	0 20	0 22
Ducks, dressed	0 19	0 20
Fowl, dressed	0 17	0 18
Turkeys, dressed	0 24	0 25
Fresh Stock—		
Broilers, Spring, live	0 18	0 20
Broilers, Spring, dressed, 1½ lbs. and over	0 35	0 40
Ducks, Spring, dressed, lb.	0 20	0 22
Fowl, live	0 13	0 15
Fowl, dressed	0 18	0 20
Turkeys, Old Tom, dressed	0 18	0 20
Turkeys, Old Tom, live	0 14	0 18

New Device Does Away with Meat Ends

Is Attached to Meat Slicer and Grips the Meat Close to the End—Used in Grocery Department of Goodwin's, of Montreal—What the Manager Says About It.

"There are our ends,'" stated J. Bailey, manager of the grocery department of Goodwin's, Ltd., Montreal, as he pointed to a platter display of fine even slices of bacon. "There is no waste whatever there, not even to one last thick slice from the slicing machine, and every slice is just as even as the one before it.

"We have just introduced a new device in connection with our meat slicer which holds firmly on to even the smallest end of bacon, and yet takes a grip of less than one quarter of an inch. Thus we are able to slice ends right down to the thickness of one slice without in any way being in danger of nipping the slicer's fingers, and at the same time keep all slices straight and even. This latter under any method formerly employed, before we purchased this attachment, was practically impossible, and thus detracted from the appearance of any platter display of sliced ends we attempted to make.

"The attachment cost us twenty dollars, but we would not be without it under any circumstances, as it is one of the best methods of avoiding leaks in the meat department which we have been able to introduce."

The attachment is one which, instead of taking a clamp or vice grip on the body of a piece of meat, takes hold of the end by means of a number of curved needle-like steel hooks. These are all attached to the one base, which works in such a way that when holding the meat all needles are turned with the curved part towards the knife, and the points turned away from the knife. Thus the danger of the various hooks catching in the revolving knife is reduced to a minimum.

EGGS FOR THE LECTURER.

Mark Twain at a dinner at the Authors' Club said: "Speaking of fresh eggs, I am reminded of the town of Squash. In my early lecturing days I went to Squash to lecture in Temperance Hall, arriving in the afternoon. The town seemed poorly billed. I thought I'd find out if the people knew anything at all about what was in store for them. So I turned in at the general store. 'Good afternoon, friend,' I said to the general storekeeper. "Any entertainment here to-night to help a stranger while away the evening?" The general storekeeper, who was sorting mackerel, straightened up, wiped his briny hands on his apron and said: 'I expect there's goin' to be a lecture. I been sellin' eggs all day.'"

The Colonial Corporations, Limited, Halifax, are contemplating the erection of a 300 barrel mill in Prince Edward Island for the manufacture of rolled oats and cornmeal. They expect to employ 75 hands.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 8, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ..each	0 04
100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ⅓ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancacke Flour per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black Currant	2 00
Red Currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½
Jellies.	
Red currant	2 00
Black Currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55
Marmalade.	
Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90

Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes.	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 25
Diamond, ¼'s, 6 and 12-lb. boxes	0 26
Icings for Cake—	
Chocolate, white, pink, lemon orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz.	0 90
Chocolate Confections—per lb.	
Maple buds, 5-lb. boxes	0 37
Milk medallions, 5-lb. bxs.	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 26
Nonpareil wafers, No. 1, 5-lb. boxes	0 31
Nonpareil Wafers, No. 2, 5-lb. boxes	0 26
Chocolate ginger, 5-lb. bxs.	0 31
Milk chocolate wafers, 5-lb. boxes	0 37
Coffee drops, 5-lb. boxes	0 37
Lunch bars, 5-lb. boxes	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box.	1 36
Royal Milk Chocolate. 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 5c bars, 24 bars, per box	0 85
Almond nut bars, 4 bars, per box	0 85

EPPS'S.

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N. S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s	0 26
" Vanilla sticks, per grs.	1 00
" Diamond chocolate, ½s.	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 34c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; Cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 21c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box. $1.25 per box.

The above quotations are f.o.b. Montreal.

Quick Sales, Good Profits

A modern revision of an old saying, based upon results secured by dealers who sell

Melagama

TEA & COFFEE

We guarantee sales and pay the freight. Wire, phone or write for a case of each TO-DAY!

Packed By

Minto Bros.

TORONTO

ZEBRA

STOVE POLISH

They come more often for it

when they know its virtues. This is because Zebra Stove Polish is a paste, ready for use. No need to dissolve Black Lead in pots, no dirt, no mess. Just a touch on a cloth, a few rubs and it is done. Tell your customers this, its worth doing—for them and for you.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case.
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 doz.	5 40
Gold Seal Brand, ea. 4 doz.	5 25
Mayflower Brand, ea. 4 doz.	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz.	4 75
Clover Brand, ea. 4 doz.	4 75
Evaporated (Unsweetened)—	
St. Charles Brand, small, ea. 4 dozen	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 dozen	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, ea. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50lb. case.

Terms—Net 30 days prepaid.

FLAVORING EXTRACTS.

SHIRRIFF'S

Quintessential.

1 oz. (all flavors) doz.	1 05
2 oz. (all flavors) doz.	2 00
2½ oz. (all flavors) doz.	2 30
4 oz. (all flavors doz.	3 50
5 oz. (all flavors) doz.	4 50
8 oz. (all flavors) doz.	6 50
16 oz. (all flavors) doz.	12 00
32 oz. (all flavors) doz.	22 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottles (retail at 50c)	4 50
4 oz. bottles (retail at 90)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CIE., LTD., MONTREAL AGENCIES, BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
St. Nicolas, 50 qts.	7 00
St. Nicolas, 50 pts.	9 00
La Neptune, 50 qts.	6 00
La Sanitas Sparkling, 50 quarts	8 00
Claret, qts., Crown, 50s	7 50
Claret, pts., Crown, 50s	5 10
Claret, qts., Cork, 50s.	7 50
Claret, pts., Cork, 50s.	5 00
Champenoise, qts., Cork, 50s.	8 00
Champenoise, pts., Cork, 50s.	5 50
Champenoise, sp., Cork, 120s	9 50
Lemonade Savoureuse, 50 qts	8 00
Lemonade, St. Nicolas, 50 qts.	7 50
Lemonade, St. Nicolas, 50 pts.	5 50
Lemonade, St. Nicholas, 100 pts.	10 00
Lemonade, St. Nicolas, 100 Splits	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil	
Cs. 200 7-oz. pieces cs.	7 50
Cs. 200 10-oz. pieces, cs.	12 00
Cs. 100 10-oz. pieces, cs.	6 50
Cs. 50 ¾ lb. pieces, cs.	3 75
Cs. 50 1lb. pieces, cs.	4 50
Cs. 12 3-lb. bars. lb.	0 09
Cs. 25 11-lb. bars, lb.	0 08
Cs. "Le Lune," 65 p.c. olive oil.	
Cs. 50 ¾-lb. pieces, cs.	3 35
Cs. 12 3-lb. Bars. lb.	0 08½
Cs. 25 11-lb. Bars, lb.	0 08

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals. Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 90
Motts Golden Russett—	
Sparkling Cider, 12 qts.	4 50
Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 sp.	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal.

Imported Peas "Soleil"

	Per case
Tres Fins, ½ kilo, 100 tins	13 50
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 50
Moyens No. 1, tins, ½ kilo, 100 tins	10 50
Moyens No. 2, tins, ½ kilo, 100 tins	10 00
Moyens No. 2	9 00

Frs. "Petit" Peas.

Fins, tins, ½ kilo, 100.	10 00
Moyens, tins ½ kilo, 100.	7 50

Asparagus, Hericots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25
Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ⅛ gal.	2 60

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases, 4 doz. each, flats, per case	5 40
Cases, 4 doz each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases, 3 lbs., 20 to case.	0 11¼
Cases, 5 lbs., 12 to case.	0 11⅛
Cases, 10 lbs., 6 to case.	0 11

F.O.B. Montreal.

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S.-F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45
	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

VERMICELLI AND MACARONI

C. H. CATELLI CO., LIMITED.

Hirondelle Brand

	1 lb. pkgs.	Loose
Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs. cases.	7	6½
Egg noodles, case 10 lbs. loose; case 60 pkgs, ½ lb. each.	7½	7

Marguerite Brand.

Same assortment as above	6½	6
Egg noodles in 10 lb. cases, loose, in 60 pkgs., ½ lb. each.	7	6½

Catelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lbs. (loose)		5½
30 lb. cases, 1. lb. packages		6

Terms, Net 30 days.

D. SPINELLI CO., Registered.

Globe Brand.

Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Alphabets 30 lb. case	7	6½

Spinelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lb. cases (loose)		5½
30 lb. cases, 1 lb. pkgs.		6

Terms—Net, 30 days.

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.

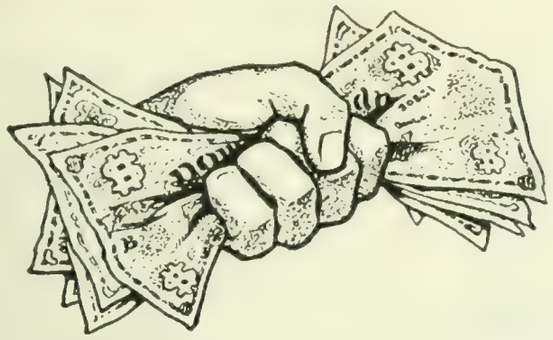
Prices—Ontario and Quebec:

Less than 5 cases	$ 5,00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 80
1 gall., doz.	19 20
1-16 gall., gross lot	20 60

THE WESTERNER'S DOLLARS ARE AS GOOD AS HIS WHEAT



Are you in touch with the facts regarding the immense amount of wealth that has been brought into Western Canada as the result of the enormous harvest? Are you going to leave the demand for your goods unfilled in Western Canada when you can place them on the market here so easily? We handle accounts in Western Canada for the Manufacturers of Europe, United States and Eastern Canada from our five large warehouses, and with a large staff on the road. We guarantee sales. Write to-day.

Nicholson & Bain, Wholesale Commission Merchants and Brokers

HEAD OFFICE - - WINNIPEG, MAN.

Branches: LETHBRIDGE, REGINA, SASKATOON, EDMONTON, CALGARY

"Star" Brand

BACON

is the result of nearly 60 years' experience in curing Bacon and careful selection of the best Canadian stock.

When your customers go to their summer houses, send a piece of this Bacon with the groceries and they will send back for more.

Cured under Government inspection by

F. W. FEARMAN CO.
LIMITED
HAMILTON

Every day—and—
every month
the sale of—

WETHEY'S

Condensed Mince Meat

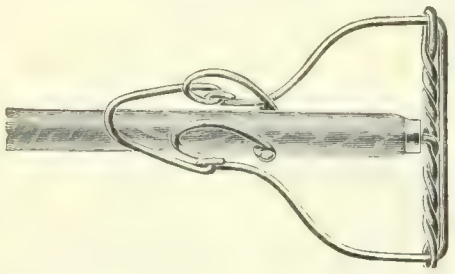
is increasing.

Don't neglect your summer opportunities to sell our packaged mince meat.

Keep it to the front.

J. H. Wethey, Limited
St. Catharines, Canada

The **RUSTLESS**
All Wire Mop Head



ELY'S No. 23

is a combination of lightweight, with strength, durability and service. The head and slide are made of No. 9 Tinned Wire. The head being twisted to give strength and rigidity. The lever and springs are made of No. 10 tinned, spring tempered wire. No. 23 is the latest improved wire mop head, stronger than any cast iron head and is rustless. No sharp corners to mar baseboards and furniture.

Try a sample gross. If your jobber does not carry them, write us.

Theo. J. Ely Mfg. Co.
Manufacturers of 23 styles of Mop Heads
25th and Ash Streets
Erie, Pennsylvania

TOMATOES,
CELERY,
PINEAPPLES,
ORANGES,
BANANAS.

Shipments of Fruits and Vegetables arriving daily.
—Get our quotations.
Prompt shipment assured.

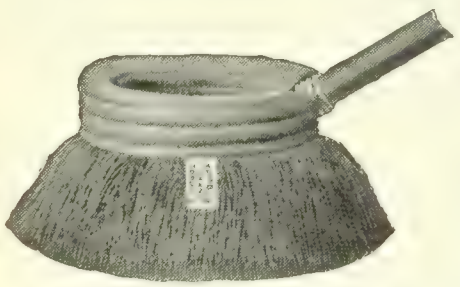
LEMON BROS.
Owen Sound, Ontario

Tracuzzi's
Verdellis first to arrive
They're fine

Ask your Jobber for price now before the real demand starts.

"St. Nicholas"
"Puck"
"Home Guard"
"Queen City"

J. J. McCABE
Agent
Toronto, Ont.



Circular Dry Dusting Mops
With nice smooth 4 foot handle
Retail **$1.00**

"Tarbox Brand Toronto"

Chemically Treated Dry Dusting Mops and Cloths

Triangular Mop
One fourth larger than the circular style, with 4 foot handle Retail **$1.25**

There is no subject in the field of Domestic Economy, agitating the mind of the housekeeper to a greater extent, than the use of **DUSTLESS DUSTERS.**
Oil-treated mops leave a grease stained floor—track up the house—creating an unbearable condition to the fastidious housekeeper, and have been used only through a mistaken notion of cleanliness. Their sale resulting from a desire for something better.
The ethics of trade dictate that the dealer protect his customers from false conclusions.
OUR CHEMICALLY TREATED DRY DUSTING MOPS AND CLOTHS satisfy the desire for a Sanitary, Economical line of cleaning devices.
They are antiseptic as the chemicals absorb and disinfect the dust particles—gather the linty substances rather than scatter them.
The absorbent qualities are permanent, renewing themselves after each washing with **HOT WATER AND SOAP.**
There is no oil to smear the rugs and furnishings. The floor is left with a high, dry polish that is neither slippery, greasy, nor yet sticky.
The first cost may be a trifle higher than inferior goods, but as they require no further treatment, the **FINAL COST** is infinitely less and the results more satisfactory.
A satisfied customer is a permanent advertisement for your business and the **final results** should be the guiding consideration in every investment.
Our line comprises a large variety of styles and sizes. Indicate your interest by sending us your address.

TARBOX BROS., TORONTO, ONT.

Local Fruits

Consisting of

Berries, Cherries, Gooseberries, Currants

Imported

CANTALOUPES	WATERMELONS
PEACHES	PLUMS
CHERRIES	APPLES
TOMATOES	CUCUMBERS

Direct importers from Everywhere.

The World Our Market.

WHITE & CO., LIMITED

Wholesale Fruit and Fish

TORONTO **HAMILTON**

Fresh Arrivals

Every day of all

Domestic Fruits and Vegetables

Get our prices in quantities before placing your orders. We will usually save you money.

Oranges Lemons Bananas All California Fruits

The House of Quality.

HUGH WALKER & SON

Established 1861

GUELPH **and** **NORTH BAY**

THE ARCTIC

Gives Perfect Circulation Of Cold, Dry Air—

keeping perishable goods in perfect condition for days in the hottest summer weather. Cold air, if it is not dry will not keep perishable articles fresh for any length of time. The "Arctic" is a well made, scientifically constructed refrigerator—all styles.

Write for catalog.

JOHN HILLOCK & CO., LIMITED

TORONTO, ONTARIO

Agents in West: J. UPRICHARD **Regina, Sask.**
Quebec and Maritime Provinces: **WOLF, SAYER & HELLER**

Elgin Brand

Finest Quality Smoked and Cooked Hams

This is the day of cooked meats, for nearly every class of the buying public appreciates the convenience. Our Smoked and Cooked Hams have no equal. Only the finest quality pork is used and the greatest care is taken in the curing.

TRY OUR OLD CANADIAN CHEESE

We absolutely guarantee our products to be the finest made.

We solicit your Cold Storage Consignments. For convenience, send for our Post Card Order Book.

The St. Thomas Packing Co.

LIMITED

ST. THOMAS, ONT.

Pork Packers and Provision Merchants, Dealers in Butter, Eggs and Cheese.

Wholesale Branches at Windsor and London, Ont.

WRITE US FOR QUOTATIONS

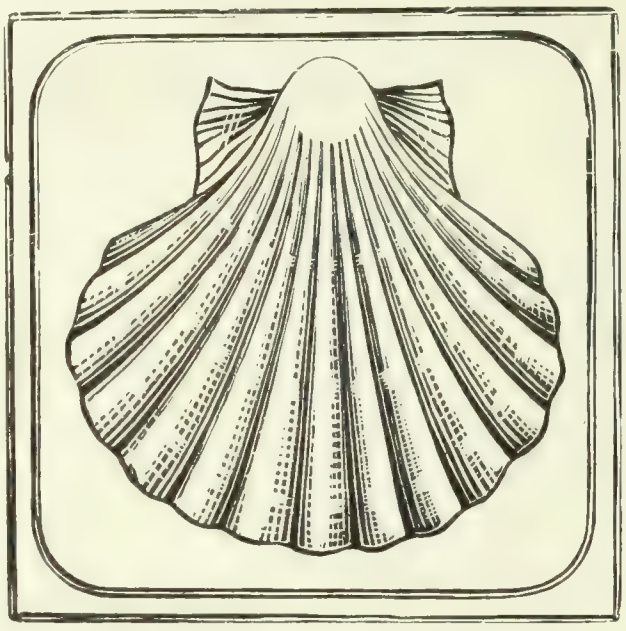
"SHELL" BRAND

CASTILE SOAP ("LaCoquille")

The Standard of Purity

has the largest sale of any Castile Soap in the Dominion.

For sale by all wholesale houses.



A Pure Oil Soap

This soap is especially manufactured by

Messrs. Couret, Freres
Marseilles, France
For
Messrs. Estrine & Co.

P. L. MASON & CO., Toronto, General Agents

Every Tobacco Department

should include these **real good quality** lines of tobacco. They are excellent sellers everywhere, and pay good profits.

Rose Quesnel

a pure Canadian smoking tobacco which every smoker will pronounce as a favorite.

King George Navy Plug

A chewing tobacco made from specially selected tobaccoes and perfect in every respect.

See your wholesaler, or drop us a line.

Rock City Tobacco Co.

Limited
QUEBEC

Those Who Know

Cane's Washboards

Always Specify Them

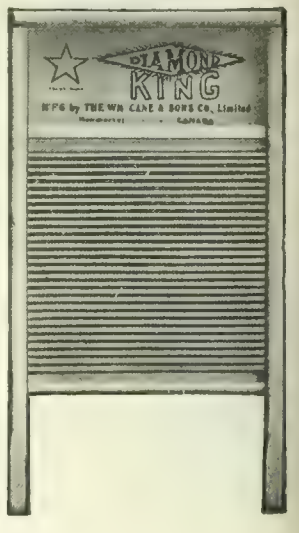
Because They are Right in Price and Give the Best Service

Cane's Washboards stand in a class by themselves for neat construction, quality and durability, and pay an attractive profit.

Among the 13 different styles and grades you will have one to meet every demand.

If you haven't our catalog on "Cane's" Wash-day woodenware, we will be pleased to send you one.

WM. CANE & SONS CO.
LIMITED
NEWMARKET, ONT.



THE NAME "FAIRBANK" MEANS SOAP SURETY

FAIRY SOAP

FAIRY SOAP QUALITY. No better soap can be made; your customers can't buy better for five times the 5 cents they pay for it.
FAIRY SOAP ADVERTISING. The extensive advertising that helps the sale of every Fairbank product has made the pure, white, sweet floating oval cake known to women everywhere.
FAIRY SOAP SALE. Because of the combination of exceptional quality and extensive advertising, all you need do is display Fairy Soap prominently to enjoy a steady stream of profits from its persistent sale to pleased customers.

"Have you a little 'Fairy' in your home?"

The N. K. Fairbank Company,
LIMITED, - - MONTREAL

—Speedy—in Sales
—Speedy—on Wash Day

Wonderful Soap is a speedy seller the year round by reason of its speedy and efficient cleansing powers. Welcomed by housewives everywhere.

We quote the following prices for Wonderful Soap and other standard lines:

	Per case.
WONDERFUL SOAP (100 cakes)	$4.15
ROYAL CITY BAR (24 bar)	2.85
PEERLESS BAR (30 bar)	2.45
STANDARD SOAP (100 cakes)	2.30
CRYSTAL SOAP CHIPS (100 pkg.)	3.75

FREIGHT PAID 5 CASE LOTS.

Crystal Soap Chips (200 lb. bbls.) 5½c. Freight paid.
YOURS FOR QUALITY.

GUELPH SOAP CO.
GUELPH, ONTARIO

WARNING!

CRESCENT BM&Co. BRAND
TRADE MARK

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER, MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

BISCUITS
from the Old Country

Notice to Grocers and Stores in Canada

McVitie & Price, Limited

are now sending regular supplies of their biscuits to Ontario, Quebec, Manitoba, Alberta, Saskatchewan, British Columbia and the Yukon Territory.

When you sell **McVITIE & PRICE'S Biscuits** you are supplying your clients with first-class goods noted for their excellence and absolute purity.

AGENTS:

Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, WINNIPEG

Alberta
CAMPBELL, WILSON & HORNE, Limited,
CALGARY, EDMONTON AND LETHBRIDGE

British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St., VANCOUVER

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

For Sealing Fruit and Preserve Jars

The housewife knows there is nothing so good as

Parowax

(*Pure Refined Paraffine*)

It's absolutely pure and forms an air tight seal.

Put up in handy packages.

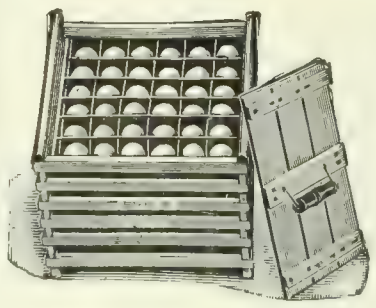
You can make big profits on Parowax—and make them quickly.

You never have to carry Parowax over.

THE IMPERIAL OIL COMPANY LIMITED — LIGHT, HEAT, POWER, LUBRICATION

The Imperial Oil Co.,
LIMITED

Toronto Winnipeg
Halifax Montreal
St. John



Humpty Dumpty EGG CRATES

Carload just received from the Patentee --- the Wholesale trade Supplied (and protected on price.)

Walter Woods & Co.
HAMILTON and WINNIPEG

EVERY POUND OF
ANCHOR BRAND FLOUR

easily makes good bread

such as you will be told everywhere it is used. . "I simply set it in the evening away from any stove, and, next morning, I take and knead the dough a little bit, add a little more flour, let it stand for about an hour and a half, then shape it and put it in the oven without closing the oven door for a little while—then I close the oven door, using a moderate heat for the baking, and in every instance I can guarantee splendid bread if the flour is **'Sovereign.'**

Thousands of householders use **Anchor Brand Flour**, Sovereign grade, and never worry about the quality of their bread.

Leitch Brothers' Flour Mills, Ltd.

Makers of "ANCHOR BRAND FLOUR"

Oak Lake, - - Manitoba

MASON'S 'O.K.' SAUCE

THE ORIGINAL

As purveyed by appointment to the House of Lords. As supplied to the House of Commons, H.M. Navy & Army, Government Offices and the Leading Hotels and Caterers throughout the World.

CAUTION—No connection with any firm or company trading in a similar name.

THE MARK OF QUALITY

An introductory size and a certain leader to the larger size. Price 10cts.

Sole Manufacturers:
GEORGE MASON & CO. LIMITED,
LONDON, ENGLAND.

Represented by:—
The Lind Brokerage Co., 49 Wellington St. E., Toronto.
G. H. Gillespie, 437 Richmond Street, London, Ont.
J. T. McBride, 62 Canadian Life Chambers, Montreal.
Nelson Shakespeare Watkins, Limited, 860-864 Cambie Street, Vancouver.
David Brown, 328 Smith St., Winnipeg, Man.
W. C. Mullins & Co., 25 King St., St. John, N.B.
Fenwick Hendry & Co., Wholesale Distributors, Kingston and District.

Do You Handle "Sterling Brand" Catsup?

It is one of the leaders of the famous "Sterling" Line, and is composed of the finest and freshest fruit and purest spices only.

"Sterling" deliciousness is natural fruit deliciousness. Made in our up-to-date sanitary factory by experts.

Get our prices.

The T. A. Lytle Co., Ltd.

Sterling Road - Toronto

D. & J. McCALLUM

PERFECTION SCOTCH

Every dealer knows that these two words represent the finest grade Scotch Whisky made. They represent good round profits and perfect satisfaction to the consumer. McCallum's "Perfection Scotch" wins friends everywhere.

Wm. E. McIntyre, Limited

23 Water Street, General Agent St. John, N.B.

THE KING OF SARDINES
—KING OSCAR BRAND

Caught and packed within shortest time possible. "King Oscar" Sardines do not lose their zesty, sea flavor.

Uniform special size and quality.

Particularly suitable for salads, etc.

"King Oscar" stands for A1 quality.

Only the finest olive oil used.

By Special Royal Permission.

CANADIAN AGENTS:

J. W. Bickle & Greening
(J. A. Henderson)

Hamilton, - Ontario

THE

British Columbian Fisheries, Limited

Salmon Packers

SALMON BRANDS:—
"Location"
"Dreadnaught"
"Aliford Bay"

FRESH FISH

FISHING STATIONS:—
Skidegate
Aliford Bay
Cumshewa

Manufacturers of FISHMEAL, FERTILIZER, and SKIDEGATE DOG FISH OIL and RAT FISH OILS

OFFICES—
Bank of Ottawa Building
VANCOUVER

25 Victoria St.
LONDON, ENG.

Telegrams "Fishfoods" Vancouver

Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 dozen in case	$3.60
Princess Condensed Milk, 4 dozen in case	$4.50
Banner Condensed Milk, 4 dozen in case	$5.25

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East or Halifax. We will prepay freight up to 50c. per 100 lbs.

J. MALCOLM & SON
St. George, Ontario

Get your trade

going on **D. W. C. Spanish Olives** — they sell at a moderate price and allow a liberal profit. An intensely popular seller wherever introduced.

Rowat & Co.
Glasgow, Scotland

CANADIAN DISTRIBUTORS: Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba, and the Northwest; F. K. Warren, Halifax, N. S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

Pacific Coast Fish

Order your requirements from the most progressive fish concern on the continent.

The Canadian Fishing Company, Limited

VANCOUVER, BRITISH COLUMBIA

Producers and shippers of all varieties of fish — fresh, frozen, smoked, salted and kippered.

Write us for prices and information.

Quality and Service Unequalled

THE BEST HAND CLEANER

on the market

DO YOU SELL IT?

You can handle no better.

Snap sells rapidly and pays a liberal profit.

"Leaves the skin smooth and soft."

ASK YOUR JOBBER. SEE WHAT HE SAYS.

Snap Company, Limited

Montreal, - Canada

BRUNSWICK BRAND

WILL WIN FOR YOU a larger and more profitable fish trade. The high quality of "BRUNSWICK BRAND" SEA FOODS has produced a large trade, which, combined with conscientious business methods, is constantly increasing. When the dealer sells Connors Bros.' Brands he is selling goods that have proven winners with the general public.

Located close to the fishing grounds, we get the pick of the fishermen's catches—the plant is modern and strictly sanitary, and is operated under the most ideal conditions. "BRUNSWICK BRAND" SEA FOODS come perfect to the consumer.

Our Chief Sellers:

¼ Oil Sardines	Kippered Herring
¾ Mustard Sardines	Herring in Tomato Sauce
Finnan Haddies	Clams
(oval and round tins)	Scallops

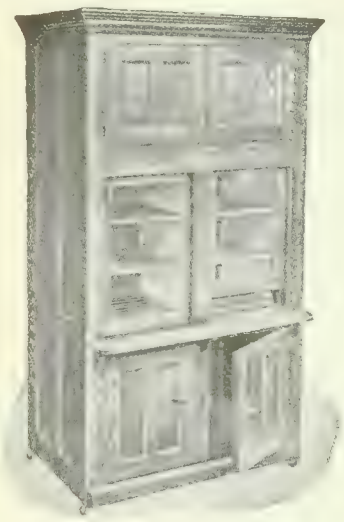
CONNORS BROS., LIMITED

Black's Harbor, N.B.

AGENTS:—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

PROFIT-ABLE SELLERS

How much of your stock goes to waste every summer ?



Avoid this waste and unnecessary loss by installing the perfect refrigerator—**The Eureka.** In one or two seasons the saving alone will pay for the original cost of the refrigerator.

The **Eureka** is built on the most modern principles of cold, dry air circulation. No zinc or galvanized iron lining to rust and corrode.

Every **Eureka Refrigerator** is built on the experience and perfection of over 27 years.

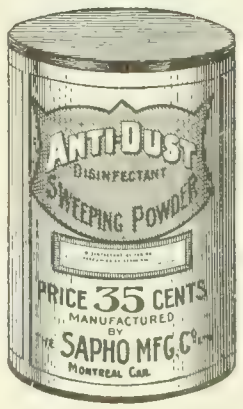
Get our catalog and prices before buying.

Eureka Refrigerator Co., Ltd.

54 Noble Street, Toronto

Montreal Representative:
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO., Winnipeg.
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon.

ANTI-DUST



Here is a compound with cleansing properties unknown to others. Housewives who use it once never try any other, for the simple reason that the fresh odor left behind proves to her satisfaction that none could be better. Anti-Dust is packed in attractive tins, and allows the retailer a good margin of profit.

We want a distributor in Western Canada.

Sapho Mfg. Co., Limited

MONTREAL

Ontario Agents: MacLaren Imperial Cheese Co., Limited
Fenwick & Hendry, Kingston, Ont.

Western made Soap Products that fill the needs of Western people which every Western dealer should handle.

"YOUNG-TOM" WASHING POWDER for washing clothes, floors, dishes, windows, etc., performs a maximum of service with minimum labor. It does not injure the hands.

"PURITY" LAUNDRY SOAP, a cake soap for those who prefer soap in the lump form. Gives splendid satisfaction.

GLYCERINE PUMICE, a soap which thoroughly cleanses the hands without injury to the skin.

UNCLE TOM TAR SOAP. A perfect shampoo soap and a boon to roughened complexions and hands. Fragrant and soothing. A most pleasing adjunct to the bath.

PURE OLIVE OIL SOAP. The purest soap made. A splendid cleanser and a toilet delight for particular people. Wash the Baby with Pure Olive Oil Soap.

We also make Liquid Olive Oil Soap, Liquid Olive Oil Shampoo, and Liquid Tar Shampoo.

GET OUR PRICES.

Young-Thomas Soap Co., Ltd.

Regina, Sask.

PACKARD'S WHITE "O" Shoe Polish

For Cleaning
White Canvas Belts, Shoes, Helmets, Etc.

PUT UP IN FOUR STYLES—viz:

Paper Wrappers at - - -	**.50 a doz.**
Paper Boxes at - - - -	**.75 a doz.**
Wood Boxes at - - - -	**1.00 a doz.**
Zinc Boxes at - - - -	**1.50 a doz.**

A big seller at this time. For sale by all jobbers.

L. H. Packard & Co. Ltd.

MONTREAL

A Window Dressing Contest

During the summer months trade can undoubtedly be greatly stimulated by means of window displays. With the coming of the summer season there opens up a lucrative trade for summer goods. This trade comes to those stores who cater to it with the strongest invitations. Let the window be a good, strong "invitation announcement" to the people.

To encourage and to help to develop window dressing of summer lines, The Canadian Grocer has arranged a window display contest, beginning now and terminating on August 8. This is open to grocers and their clerks in all parts of the Dominion and in Newfoundland. The only conditions attached are that the windows be dressed by the grocer or an employe, and that it shall contain seasonable summer goods.

Prizes will consist of twenty dollars. There will be three prizes for cities above 10,000 population, and three for centres under 10,000. The amounts will be five, three and two dollars respectively. This gives dealers and clerks in smaller places equal chances with those in the cities.

The best possible photograph should be secured. On back of each write brief description of how the display was constructed. Each contestant may enter as many photos as he desires. Mail them not later than August 8 to The Editor, Canadian Grocer, 143 University Ave., Toronto.

Readers Of The Grocer, Let Us Know Your Wants

You have noticed our Letter Box service. Every week we hear from dealers who desire names and addresses of firms manufacturing some particular article.

This service may be beneficial to you. If you are in the market for any article you do not know where to get, our services will be cheerfully given.

The Canadian Grocer is in position to secure information on new lines in the grocery trade, and of novelties occasionally asked for in the grocery store.

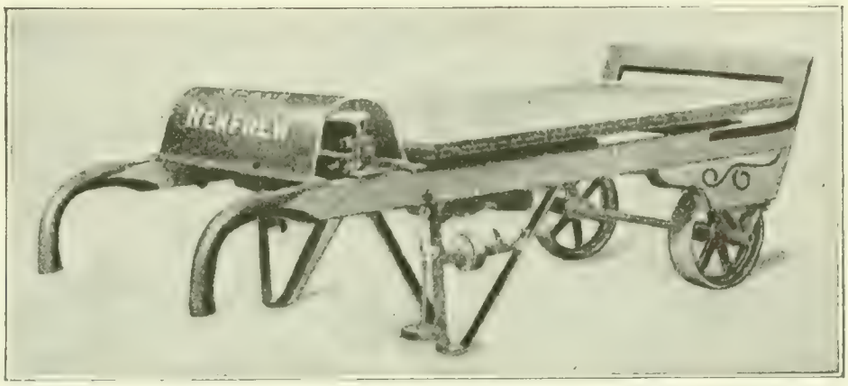
Don't hesitate to write us. As a subscriber of The Grocer you are entitled to this service.

The Canadian Grocer

Montreal Toronto Winnipeg Vancouver

Avoid that Heavy Lifting

Equip your store with this practical labor, time and money saver—the RENFREW SCALE TRUCK. You can truck in all those big bags, barrels and boxes in shortest time and saving yourself unnecessary exertion. Moreover, you can weigh the goods as they come in and catch any shortages. This is just what you need. Write for fuller particulars.



RENFREW SCALE COMPANY, Renfrew, Ontario

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations

272 Pages Bound in Cloth

ANOTHER NEW BOOK
By FRANK FARRINGTON
A Companion book to **Retail Advertising Complete**
$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—**The Store Policy**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO

—THE LEADING HAND CLEANER—

ZIP

Finds a place in the best stores everywhere. Not a resting place though. It sells. No dead stock about ZIP.

Zip was the first hand cleaner made in Canada.

Is made from more costly material than any other.

Contains a most generous supply of Glycerine, the healing properties of which are so well known.

If you are not stocking it your customers are being supplied elsewhere.

ASK OUR AGENTS OR WRITE DIRECT

The Zip Mfg. Company, - Sutton, P. Q,

AGENTS:
R. E. Boyd & Co., Montreal.
The Harry Horne Co., Toronto.
Leadley & Company, Winnipeg.
A. Francois Turcot, Quebec, Que.
C. O. Genest & Fils, Sherbrooke, Que.

They never tire of the deliciousness of

Barbados Golden Molasses

Once tested, you can count on an insistant demand for Perfection Brand Barbados Golden Molasses. It is undoubtedly the highest grade of molasses obtainable, and it is important that every dealer should secure a supply for his better trade.

PERFECTION

(BRAND)

Barbados Golden Molasses

sells at a reasonable price, considering the high quality.

If your wholesaler cannot supply you let us know.

West India Co., Limited
MONTREAL

HIRONDELLE

(Swallow)

Macaroni, Vermicelli, Spaghetti

Made in Canada for Canadians.

Once your customers taste this line they will never ask for any imported make. Our goods are unequalled for quality, and then there is the saving of duty. Just talk them up and you'll soon agree with us that

"Hirondelle" Brand

has taken the lead and will hold it.

C. H. Catelli Limited
MONTREAL

CLASSIFIEDADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

BUSINESS CHANCES

GOOD OPENING FOR COMPETENT GROcery manager with $1,000 to $2,000 to invest in live department store in Western Canada. Man of ability and experience only will be considered, who can conduct department on up-to-date aggressive lines. Write in first instance to Box 485, Canadian Grocer, Toronto.

GROCERY BUSINESS FOR SALE IN B.C. town of 7,000 population. Stock $3,000, Fixtures, $1,000, turnover annually $30,000. Established 1895. Average net profit for 8 years, $2,500. J. H. C. Willoughby-Sumner Co., Saskatoon, Sask.

FOR SALE

NEW ARCTIC REFRIGERATOR, SIZE 7 ft. x 9 ft. x 10 ft. high (up-to-date), bargain for quick sale. Also new Toledo Scale. Apply Box 322, Simcoe, Ont.

FOR SALE—THE FIXTURES OF AN UP-to-date grocery store. Address James McKenzie, Piccadilly St., London, Ont.

SET COUNTER COMPUTING SCALES, USED three months; capacity 30 lbs. (Toledo) Quick sale $60. Wm. Aldrich, 857 Talbot street, St. Thomas.

GROCERY FOR SALE

HIGH-CLASS GROCERY AND PROVISION business and fixtures for sale. Situated in Toronto, on corner in rapidly growing locality. Modern equipment; 2 delivery outfits, coffee mill, computing scales and interior fittings. Lease can be renewed at reasonable terms. Communicate direct with us, D. M. Johnson & Co., Real Estate, 948 Gerrard St. E., Toronto.

REPRESENTATIVES WANTED

A SIDE LINE FOR COMPETENT SALESmen—a commission of 25% will be paid to salesmen of ability calling on grocery, drug, cigar stores, confectionery stores, etc., throughout Canada. Strictly high-grade goods manufactured by largest concerns in Canada. Only men of ability need apply, and by letter only. H. Jackson, Room 724, 64 Wellington St. W., Toronto.

SIDE LINES WANTED

TRAVELLER CALLING ON THE RETAIL trade and mines in Northern Ontario would like some good side line. Address A. L. Box 155, Byng Inlet, Ont.

MISCELLANEOUS

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro', Ont., solicits your orders.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St., West, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. tf

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

FIRE INSURANCE, INSURE IN THE HARTFORD. Agencies everywhere in Canada. THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice street, Toronto.

WE ADVERTISE

MAPLEINE

consistently in the leading women's magazines.

Don't risk losing a customer by not having it in stock.

Order of your jobber, or

Frederick E. Robson & Co.,
25 Front St. E., Toronto, Ont.
Mason & Hickey.
287 Stanley St. Winnipeg Man
The Crescent Mfg. Co.
SEATTLE, - WASH.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

Your card in our **MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY** pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.

Let Us Collect Your Accounts

that have been standing for some time. You cannot afford to throw this money away without giving us a chance to redeem it. We make

Absolutely No Charge

if we do not collect the money.

Send for forms to-day.

The Nagle Mercantile Agency
Westmount, Que.

Do You Sell on Credit?

If so you need

ALLISON Coupon Books

for SAFETY, for CONVENIENCE, for ACCURACY. Most of the risk of credit selling is eliminated where Allison Coupon Books are used.

HERE'S HOW THEY WORK

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.

For sale by the jobbing trade everywhere.

ALLISON COUPON CO.,
Indianapolis, Indiana

Buyers' Guide

Pure Canadian Tobacco

We can supply any quantity at right price.

Give Your Customers The Best.

Pipes and All Accessories.

J. A. FOREST

189 Amherst St. MONTREAL

A CARD WILL BRING PRICES

Our PAPER BAGS

and

WRAPPING PAPER

may please you more than what you are using now. If so, you want it.

Write To-day.

COUVRETTE & SAURIOL, Montreal

WRITE TO

10 Garfield Chambers, Belfast, Ireland, for Sample Copy of the

Irish Grocer, Drug, Provision and General Trades' Journal

if you are interested in Irish trade.

Coffee Agents Wanted

We want manufacturer's agents in all parts of Canada to investigate our proposition.

Package Quality. More than attractive We act second to none.

Augustin Conte & Co., Montreal

Importers and Brokers Wanted

THROUGHOUT THE DOMINION FOR

WELL KNOWN OLD COUNTRY

TOFFEES PRESERVES

BOOT POLISHES HEALTH SALINE

FLY-CATCHERS, ETC.

Apply EDWARD KIDD & CO.

1090 Hamilton St., VANCOUVER, B.C.

ALL YOUR CUSTOMERS

have pots, pans, etc., that need mending.

Tell them of Vol-Peek, which mends all kinds of kitchenware made of Granite, Iron, Tin, Aluminum, etc.

Vol-Peek allows you a good profit.

Put up in attractive display stands with advertising matter. Write for samples and terms.

H. Nagle & Co., Montreal, or Fenwick, Hendry & Co., Kingston, Eastern Ontario Agents

---

The Canadian Milling Agency

FLOUR, GRAIN and Fertilizers of all kinds.

VICTORIAVILLE, - QUEBEC

We have:— The Highest Quality The Greatest Quantity The Lowest Price

17,500 Barrels per day. Correspondence Solicited

PICKLES TOMATO CATSUP

Our local trade has increased beyond all expectation. The reason of course is big value goods at remarkably reasonable prices.

H. Bourque & Son, Montreal

CIGARS MEAN PROFIT

Especially when you handle such ready sellers as

Olympia

and

Ben Bey.

ED. YOUNGHEART & CO., Limited

MONTREAL

GRATTAN & CO., LIMITED

ESTD. 1825

The Original Makers of

BELFAST GINGER ALE

Agents in Western Canada

EMERSON, BAMFORD CO.

842 Cambie Street VANCOUVER, B.C.

SUCHARD'S COCOA

The Highest Quality

Most Reasonably Priced

"Quality" Cocoa.

On Sale Anywhere.

FRANK L. BENEDICT & CO.

Agents Montreal

When writing advertisers kindly mention having seen the advertisement in this paper

---

O. E. Robinson & Co.

Manufacturers and Buyers of Dried, Evaporated and Canned Apples.

Ingersoll, - - - - Ontario

Established 1886.

SHOW CASES

Store Equipment in General

We have originated some of the best display devices in Canada. Can produce the most elaborate showcase, if necessary, at a little lower figure than anybody else.

S. Meunier & Son, Maisonneuve, P.Q.

Biscuits and Confectionery

Big range from which to choose your Christmas stock. Only the highest grade goods made. Prompt attention given all orders.

See Our Travelers.

THE AETNA BISCUIT CO., LTD., MONTREAL.

Write us for New Price List of

WINDSOR SALT

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, Manager

"NO-DUST"

MEANS NO DUST, NO GERMS

A strong, pleasant, disinfectant sweeping compound, in bulk only

No-Dust Mfg. Co.

8 Market Sq., St. John, N.B.

A want ad. in this paper will bring replies from all parts of Canada.

HOLLAND RUSK

The common verdict of your customers after they have tried it: "There's only one thing just as good—More." Order a case from your jobber to-day.

HOLLAND RUSK COMPANY

HOLLAND. MICH.

MEADOW CREAM SODAS

Delicious and Crisp

The value to the merchant and the satisfaction to the customer depends very largely on the length of time sodas stay fresh. Then, too, the ready sale of the sodas ensures quick turnover, and incidentally no stale stock.

Meadow Cream Sodas retain their crisp deliciousness indefinitely, and therefore sell readily. Have you tried them out? If not, introduce them to your patrons now. Send to-day.

The

W. J. Crothers Co.

Kingston, Ontario

THE BEST OF THEM ALL.

Queen Square Fruit Jars

are the biggest selling Lightning Style Jars in the United States and Canada. This practical shaped jar has been tried and tested by thousands of housewives and has always been found tight and true. You will please your customers and rake in a good profit —the fame of these jars will spread at once, and a big trade will come your way. Insist on the genuine. Beware of imitations. There is only one "QUEEN."

Manufactured by

Smalley, Kivlan & Onthank

BOSTON, U. S. A.

For sale by all first-class dealers in Canada and United States.

Made at Niagara Falls

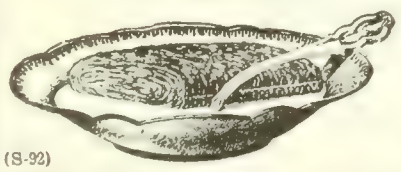
Look for the picture of Niagara Falls on the end of the carton when you buy

SHREDDED WHEAT BISCUIT

Any other "shredded wheat" that may be offered you is merely a poor imitation of the only original Shredded Wheat—the kind your customers have always bought—the kind that stands up in the market—always clean, always pure, always the same. Made only at Niagara Falls, in the cleanest, finest food factory in the world.

Shredded Wheat is packed in neat, substantial wooden cases. The empty cases are sold by enterprising grocers for 10 or 15 cents each, thereby adding to their profits on Shredded Wheat.

The Canadian Shredded Wheat Company, Limited



Niagara Falls, Ont.

Toronto Office :
49 Wellington St. East

(S-92)

COOK'S FRIEND BAKING POWDER

on the market for over 50 years. Only best quality ingredients used—**contains no alum.**

If you want your customers to come back and send their friends, give **Cook's Friend** all the prominence you can.

Ask Your Wholesaler

W. D. McLaren, Ltd., Montreal

TEAS

of the very finest qualities.

1,000 Boxes Japan Teas

30, 40 lb. boxes, 80 and 80-lb. half chest. We specially recommend **"Victoria and Princesse Louise" Brands.**

INDIAN, CEYLON, CONGOU TEAS
BLACK TEAS

In 50-lb. half chest and 90-lb chest.

CEYLON GREEN

Duchess and **Lady** Brands in Half Chest.

CHINA
IMPERIAL, PEA LEAF, PIN HEAD

In 30 to 45-lb. boxes.

YOUNG HYSON

In boxes and half chests.

Always in stock, Package teas,

"SALADA," "LIPTON," "TAMILKANDE" Brands.

JAPAN and **GREEN CEYLON** Fannings and Siftings, in 70 and 80 boxes.

OLIVE OIL

Olive oil is just now in good demand. **"MINERVA"** brand, the very purest imported from Marseille, is bottled and sealed under the supervision of the official Director of the Laboratory of Marseille. You can easily see how pure it must be.

Fullest assortment of **Imported Canned Goods** of the most popular (because the most satisfying) brand

"LE SOLEIL."

Write at once for quotations.

Laporte, Martin, Limitee

568 St. Paul St., - Montreal

Telephone Main 3766

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Are You Feeling The Money Pinch?

Can you estimate the value to your business of a concise, clearly-written and comprehensive review of business conditions and influences likely to affect them? A review on which you can rely for guidance in your business dealings? A review that covers the whole Dominion—and more? In short, such a review as is contained weekly in The Financial Post of Canada.

The worth of such a review to your business is inestimable, the price only $3.00 per annum

The Present Money Stringency

was predicted by The Financial Post Long before it began to be felt. Its opinion was deduced from a study of such indicators as are dealt with weekly in The Post. Such as Bank Clearings — Trade Figures—Canadian Bank Statement Analysis — Railway Earnings — Crop Conditions —Building Permit Figures—Stock Market, Business and Financial Conditions.

For Your Business' Sake Read The Financial Post

Write to-day for Sample Copy

THE FINANCIAL POST OF CANADA

TORONTO, CANADA

Offices:
MONTREAL TORONTO WINNIPEG
VANCOUVER LONDON, Eng.
NEW YORK CHICAGO

COUPON (H. M.)

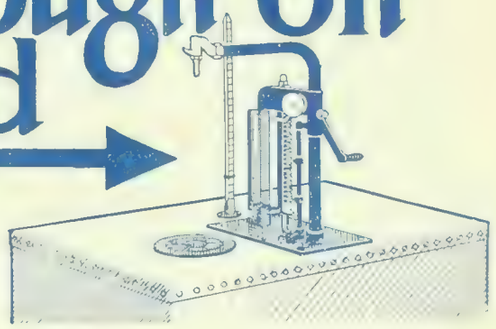
Kindly send sample copy of Financial Post to following address:

Name.....

Street and Number .....

City or Town..... Prov. .....

Got enough oil on hand ?



The grocer who has a BOWSER SELF-MEASURING OIL TANK can tell 20 feet from the tank by a glance at the float gauge how much oil he has on hand. When the tank is filled the gauge shows him how much oil he has received and he cannot be overcharged. As he SELLS the oil to his customers, the computer shows how much to charge, just as does your computing scales, and the automatic cut-off stops the flow of oil as soon as pumping ceases, so there is no dripping of oil to waste profits and damage other goods. Get a BOWSER OUTFIT, cut out the guess-work, and MAKE A PROFIT ON EVERY OIL SALE. Send a postal card asking for our FREE BOOK and full particulars. Ask us any question you want about handling oil.

S. F. BOWSER & COMPANY, Inc.

66-68 Frazer Avenue - **Toronto, Ont., Canada**

Made by Canadian Workmen and Sold by Canadian Salesmen. **Sales Offices in all Centres and Representatives Everywhere.**

Original patentees and manufacturers of standard, self-measuring hand and power driven pumps, large and small tanks, gasolene and oil storage and distributing systems, oil filtering and circulating systems, dry cleaner's systems, etc.
Established 1885.

Sanitary Cans

"The Can of Quality"

Tomatoes, Peaches, Pears, Plums, Apples.

Enamel Lined Cans for Strawberries, Raspberries, Beets.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Five Roses Flour

Not Bleached — Not Blended

LAKE OF THE WOODS MILLING COMPANY LIMITED KEEWATIN TRADE MARK REGISTERED

Selecting the Right Flour

I can say without contradiction, that for the past 20 years I have used the best brands of flour manufactured in the U. S. and Canada, and no other brand has given me the same satisfaction as FIVE ROSES. — Mrs. M. A. D., Roundwood, Ont.

FIVE ROSES makes the most bread out of a barrel than any other. Have kept house for 20 years and it has given me the best satisfaction in bread and pastry. — Mrs. J. E. L., Woodstock, N. B.

Used FIVE ROSES for about 10 years and find it the best for bread or any kind of pastry one could want. — Mrs. S. F. O., Parry Sound, Ont.

Used FIVE ROSES for a number of years. Can guarantee its success for bread and pastry. — Miss E. H., Cushing, Que.

I used a barrel of FIVE ROSES every month. Have been using the same for 21 years and it beats all other flours for me. — Mrs. H. J., Bridgetown, N. S.

I would not be without FIVE ROSES flour in my home for any price. Would not trade one bag of FIVE ROSES flour for 3 of any other. — Mrs. R., Birdhill, Man.

Have used your flour for 7 years and find it splendid for bread, cakes and pastry. I always refuse the "just as good" as I am not sure about their being good, but I am sure of FIVE ROSES. — Mrs. J. I., Edmonton, Alta.

FULL NAMES ON REQUEST

NO GROCER really knows the possibilities of a flour till his customers have given their verdict. Then will he find them in perfect accord with the thousands of other Canadian housewives who for a full generation have proved FIVE ROSES *perfect* in *bread and pastry making.*

While we are not in the habit of using testimonials, we ask your attention this once to these few simple, sincere commendations taken from a host of *unsolicited* statements received from the satisfied customers of grocers selling FIVE ROSES.

If we had only reports from one locality, only a limited conclusion could be drawn; but when we have reports from *all over Canada,* from housewives who have been using FIVE ROSES for years and years, are we not justified in concluding that FIVE ROSES offers the retailer his best opportunity for a consistent profitable flour trade?

The right flour for you to buy to sell again is the one that enthusiastic consumers advertise so eagerly to one another, the flour that sells best to-day while assuring to-morrows profit on a larger scale.

Ask your jobber or write our nearest office.

LAKE OF THE WOODS MILLING COMPANY, LIMITED

Montreal Ottawa Toronto London St. John Keewatin Winnipeg Vancouver

"The House of Character" *Capacity 11,500 bbls.*

THIS IS THE 1,337th ISSUE OF

CANADIAN GROCER

ONLY WEEKLY GROCERY PAPER PUBLISHED IN CANADA

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII. PUBLICATION OFFICE: TORONTO, JULY 25, 1913 No. 30

A Natural Remedy

There is no simpler, safer, or more agreeable preparation than

ENO'S 'FRUIT SALT'

The approved remedy for driving out disease germs. Its action is quick and thorough. It clears the intestines, rouses the torpid liver to new life, stimulates the mucous membrane to a healthy action, and cleanses and invigorates the whole digestive tract.

For more than thirty-five years Eno's Fruit Salt has been before the public both at home and abroad.

Largely advertised and **well established** it is now in **good demand** and is therefore bound to carry with it enquiries for other lines.

Should consequently be stocked by all Chemists, Grocers and Stores.

Prepared only by **J. C. ENO, Limited, 'FRUIT SALT' Works, London, Eng.**

They Tickle the Palate

—not because they're Telfer's but because they're good

TELFER'S

PEERLESS CREAM SODAS

The name never fools the palate. The taste must be there or the palate refuses to pronounce the article good. Telfer's Peerless Cream sodas are delightfully crisp and creamy. They are packed in such a way that they retain their freshness for a long time.

Send for sample order.

Telfer Bros., Limited

COLLINGWOOD, ONT.

Branches: Toronto, Hamilton, Winnipeg, Fort William, Edmonton, Brantford

The Standard Gelatine for Nearly a Century

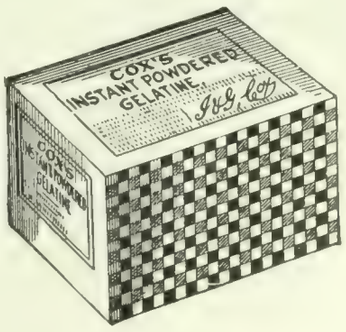
A Delicious Summer Dessert, Instantly Prepared

Served with fresh, ripe fruit, Cox's Instant Powdered Gelatine makes a delicious dessert during the summer season.

Suggest this to your customers, for they will appreciate the absolute purity of Cox's and will be delighted with the delicious flavor.

COX'S

BRITISH MADE



A. P. TIPPET & CO.
Agents
MONTREAL TORONTO

Mr. Grocer:—

We have the price and quality.

Compare ours with other makes before placing your orders for fall.

Below are a few of our lines and prices.

WAGSTAFFE PURE JAMS

GUARANTEED FRESH FRUIT AND PURE SUGAR ONLY

	2 doz. per case 16 oz. glass	8 per crate gold lined 5s pails	6 per crate gold lined 7s pails	28 lbs. Gold Lined Pails
Strawberry .....per doz.	2 25	67	94	12½
Raspberry ..... "	2 15	62	86	11½
Black Currant ..... "	2 15	62	86	11½
Apricot Conserve ..... "	2 20	66	92	12
Damson (English) ..... "	2 05	61	85	11
Raspberry & Gooseberry..... "	2 05	58	81	11
Peach ..... "	2 05	58	81	11
Cherry ..... "	2 05	58	81	11
Raspberry Red Currant..... "	2 05	58	81	11
Gooseberry ..... "	2 05	58	81	11
Red Currant Jam ..... "	2 05	58	81	11
Green Plum ..... "	2 05	58	81	11
Assorted Jams ..... "	2 05	58	81	11
Strawberry with Apple Jelly. "	....	58	81	11
Strawberry and Gooseberry.. "	....	58	81	11
Plum ..... "	1 95	53	74	10
Raspberry with Apple Jelly. "	1 95	53	74	10
Pear Jam ..... "	1 95	53	74	10
Grape Conserve ..... "	1 95	53	74	10
Fig and Lemon ..... "	1 50	54	75	

	12 oz.	16 oz.	5s	7s	28 lb. G'd'l'd Pails
Black Currant .....per doz.	2 25	2 45	69	96	
Red Currant ..... "	2 25	2 45	69	96	
Grape ..... "		1 60	54	75	
Crab Apple ..... "	1 40	1 80	54	75	10
" 20 oz. 1 dz. per cs. 2.30 per doz					
" 1 lb. moulds, 1 dz. per cs. 2.50 per dz.					

Made from Seville Oranges and Granulated Cane Sugar only.

12 oz. Glass, 2 doz. per case, per doz.....	1 35
16 oz. Glass, 2 doz. per case, per doz.....	1 60
20 oz. Schram Jars, 1 doz. per case	2 25
28 oz. Phoenix Jars, 1 doz. per case	2 80
2s Gold Lined Tins, 2 doz. per case, doz.	2 40
5s Gold Lined Pails, 8 per crate, per pail	0 52
7s Gold Lined Pails, 6 per crate, per pail	0 68
Tumblers, 2 doz. per case, per doz.	1 60
16 oz. Jelly Shred, 2 doz. per case, per doz....Sold out	1 80
20 oz. " 1 doz. " " ....Sold out	2 60

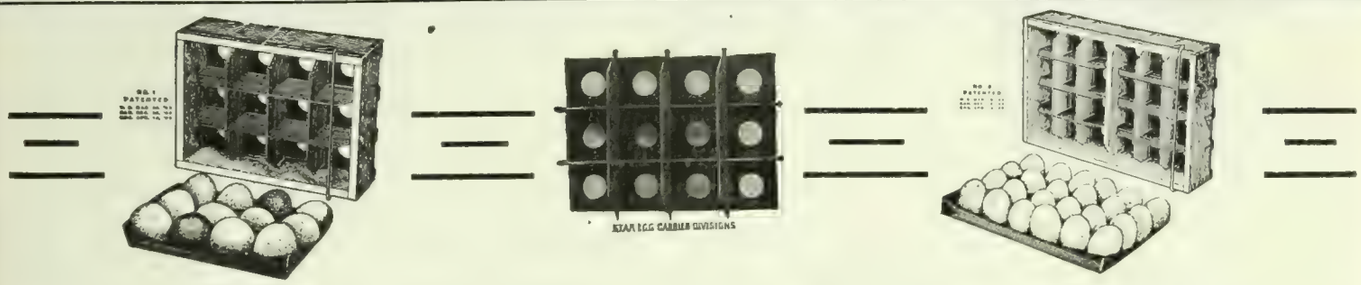
Wagstaffe Limited - - Hamilton, Canada

THE BEST
THAT SCIENCE CAN PRODUCE

Branch Office:
No. 2 Arcade Bldg.
Vancouver, B.C.

Years of experience extending over the half century mark, together with a system which is unequalled for sanitary handling of the milk from the cow to the can and the most improved sterilizing processes ensure products of quality and purity—the best that science can produce.

Borden Milk Co., Limited
Montreal



Up-to-Date Practical Grocers

Use STAR EGG CARRIERS and TRAYS

Ask any one of them—Here's a few of the good things they tell us about STAR EGG CARRIERS and TRAYS—Every one, a MONEY and TIME SAVER for you and a short cut to EGG PROFITS

STAR EGG CARRIERS and TRAYS—

Absolutely Prevent Breakage.
Stop Costly Miscounts.
Make a Satisfactory Candler.
Save Time in Packing and Delivering.
Pay for their own Installation, and Throughout their long life, continue to make you PROFITS on your Egg Trade.

These economies MUST appeal to you—a practical business man. Then why not order STAR EGG CARRIERS and TRAYS from your Jobber now—TO-DAY? Made in One and Two dozen sizes.

IF YOUR JOBBER CANNOT SUPPLY YOU, WE WILL.

STAR EGG CARRIER and TRAY MFG. CO.

1500 Jay St., Rochester, N.Y., U.S.A.

new pack

Raspberry Jam now ready for shipment. Get your orders in now for immediate delivery.

Fresh from the berry bushes or trees come the E. D. S. fruits; they are packed a few hours after being picked, ensuring freshness, deliciousness and full fruit flavor. All fruit is carefully selected after being picked, and positively no glucose or any preservative or coloring matter is added whatsoever. E. D. S. fruit products are pure all through. Proven by Government test.

Your customers know these goods by reputation.

Place an order for the new pack at once and show your patrons that you are right up to the minute in supplying them with new, fresh goods.

Made only by

E. D. SMITH & SON
LIMITED
WINONA, ONTARIO

AGENTS :—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R B. COLWELL, Halifax, N. S.; J GIBBS, Hamilton.

The taste that crossed the line

The Baked Bean Taste

"SIMCOE" BAKED BEANS

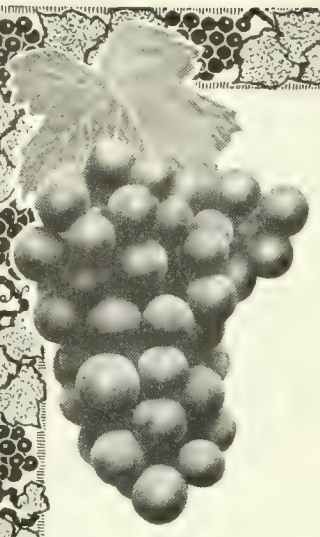
A few years ago Baked Beans were very little known in Canada. To-day they are almost the national food—almost as popular in Canada as they are in the New England States, from whence they emanated.

The baked bean taste has spread rapidly, and is spreading more rapidly from the tropical regions to the very "poles," and along with taste goes the name "Simcoe."

Simcoe baked beans have the true Bostonian flavor, are uniformly cooked, because they are uniform in size. They are the beans you'll be asked for. Have you them in stock?

Dominion Canners, Limited

Hamilton, Ontario



You profit by selling your trade the very best

Welch's

Grape Juice

Canadian Grocers find Welch's a profitable, quick seller

Just as the retail grocer in the United States has found Welch's Grape Juice a profitable, quick seller, so has the Canadian grocer.

So, if you are not selling Welch's you are missing a big opportunity.

You will find that you, too, can build up a nice trade on Welch's, because every family in your community is a prospective user of Welch's.

Welch's is made of the pure juice of the finest Concord grapes, with all of the delicious, tart, fruity flavor retained—a family beverage for the old and the young.

Write for prices and names of Canadian distributors.

The Welch Grape Juice Company, Westfield, N.Y., U.S.A.

Royal Shield Western Service

WAREHOUSES AT CENTRAL POINTS

WITH warehouses situated at the most central points in the heart of the best business sections of the great Canadian West, we are in a position to give a service second to none.

Among Royal Shield lines are Teas, Coffees, Baking Powder, Jelly Powder—all the finest quality goods procurable anywhere.

Write to-day for our representative to call, or send for trial order.

Campbell Bros. & Wilson, Limited
WINNIPEG
WHOLESALE GROCERS AND IMPORTERS

Campbell, Wilson & Adams, Ltd.
SASKATOON

Campbell, Wilson & Horne, Limited
CALGARY, EDMONTON & LETHBRIDGE

Campbell, Wilson & Strathdee, Ltd.
REGINA

Wholesale Grocers and Importers

Clark's Pork and Beans

Your Own Experience

Mr. Grocer, is usually your safest guide in the selection of your stock in trade.

Upon YOUR OWN EXPERIENCE, Clark's are prepared to rely, confident in the assurance that you have always found CLARK'S PORK & BEANS to be a valuable adjunct to your business.

CLARK'S IDEAS are that PURITY and HIGH QUALITY are the most necessary attributes of prepared foodstuffs and that a well organized system of ADVERTISING is appreciated by the dealer as a material help to his trade.

CLARK'S EXPERIENCE is that careful attention to these essentials has resulted in a rapidly and ever increasing demand for CLARK'S PORK & BEANS.

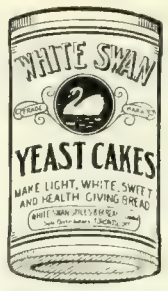
Does your own experience coincide with Clark's?

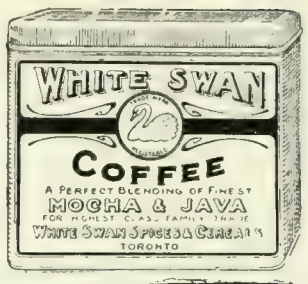
We leave it to you to decide.

WM.

CLARK

MONTREAL





WHY?

You want to know WHY **White Swan** Specialties are superior—the reason is plain; White Swan Products have been manufactured for over 30 years. The makers by reason of long experience understand thoroughly every phase of the production of perfect and superior products.

White Swan lines always satisfy.
The quality and purity is there.

Order from your wholesaler or direct

White Swan Spices & Cereals Limited
Toronto, Ontario

"FOUND MONEY"

That's what one grocer said after selling his first shipment of KIT Coffee—it is so easy to sell and the repeat business is so gratifying and profitable. We will send you a generous supply of advertising free.

KIT COFFEE CO. Govan, Glasgow

ALEX. TYTLER, Temple Building, London, Ont.
W. H. LYNE USHER, 270 South St., Halifax, N.S.
KIRKLAND & ROSE, 312 Water St., Vancouver, B.C. G. C. WARREN, Regina, Sask.
FREDERICK E. ROBSON & CO., TORONTO

It is one thing to make Paper Bags that are *occasionally good.* It is quite another thing to make them so that they are not only always better than all other makes of Bags, but *always of unvarying* goodness.

The name "CONTINENTAL GERM PROOF" stamped on each package, means that if a million packages of "CONTINENTAL GERM PROOF BAGS" were placed before you, you could choose any one of them, confident that every Bag in that package would be as *good* as the *best* paper bag *ever* manufactured.

The Continental Bag & Paper Co., Limited

Exclusive Manufacturers of
Automatic Opening GERM PROOF Reinforced Bottom Paper Bags

OTTAWA, ONTARIO

DISTRIBUTORS:

ONTARIO—The Continetal Bag & Paper Co. Ltd., Ottawa and Toronto. Walter Woods & Co., Hamilton.
MANITOBA, ALBERTA, SASKATCHEWAN—Walter Woods & Co., Winnipeg.
NOVA SCOTIA, PRINCE EDWARD ISLAND, CAPE BRETON ISLAND—Thomas Flanagan, Upper Water Street, Halifax.
NEW BRUNSWICK—J. Hunter White Agent, North Market, St. John.
BRITISH COLUMBIA—Smith, Davidson & Wright Ltd., Vancouver.
QUEBEC PROVINCE—The Continental Bag & Paper Co., Ltd., Montreal.

British Columbia
COHOE
SALMON

"WALRUS" BRAND

The Kind

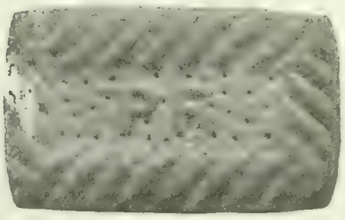
Your Customers

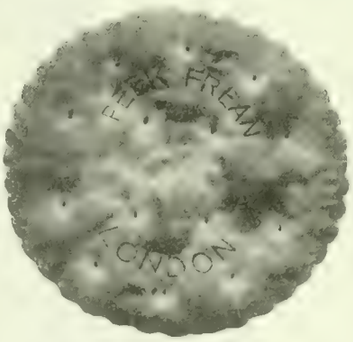
Come Back For.

Anglo-British Columbia Packing Co., Ltd.

H. BELL-IRVING & CO., Ltd., Agents
VANCOUVER, B. C.

THREE VERY POPULAR BISCUITS





P.F SHORTCAKE	GOLDEN PUFF	PAT-A-CAKE (reg'd)
Delicious shortbread biscuits.	Very light and flaky.	Dainty shortbread squares.
About 32 to pound.	About 42 to pound.	About 60 to pound.
About 325,000,000 sold first year.		Over 425,000,000 sold in one year.

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Toronto—The Harry Horne Co., 309 and 311 King St. West, Toronto.
Ottawa and Eastern Canada—Frank L. Benedict & Co., Read Building 45 St. Alexander St., Montreal.

PEEK, FREAN & CO., Limited, Biscuit Manufacturers
LONDON - ENGLAND

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store —and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED

WALKER PATENTED BINS

Berlin, Ontario

REPRESENTATIVES:
Manitoba: Watson & Truesdale, Winnipeg, Man.
Northern, Sask.: North-West Specialty Co., Saskatoon, Sask.
Southern Sask. and Alta.: J. N. Smith, Box 695, Regina, Sask.
Vancouver: Western Plate Glass Co., 318 Water St.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
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WALKER PATENTED BINS

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

BRITISH and FOREIGN

JAM & MARMALADE PULPS

CITRONS, LEMONS AND
BITTER ORANGES
FRESH AND IN BRINE

SPANISH OLIVES IN BULK

ESSENTIAL OILS
LEMON, ORANGE,
BERGAMOT

F. C. GOODING & CO.

FRUIT PACKERS AND SHIPPERS

36 Eastcheap, LONDON, England

CABLES "GOODINGITE LONDON." ALL CODES.

Represented in TORONTO by W. B. STRINGER

By Royal Letters Patent

NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen, can be obtained from

W. G. PATRICK & CO.
LIMITED

St. Paul St., Montreal.
York St., Toronto.

Mr. Banana Man! Here's a 2-in-1 Hoist and Hanger

Heavier the Load, the Tighter the Grip.

Hook on, pull up bunch (or anything else)—and **let go.** Patent Lock grabs on to pull rope, holds load suspended. Lock can't break. Rope can't slip. Is saving time, money, labor, for **thousands.** Investigate at once the

TRADE HALL MARK

BANANA HOIST

Saves Time and Trouble

Turns heavy lifting to child's play. But that isn't all. This Hoist helps you to actually move your stock more rapidly. For in cold weather a boy can, with utmost ease, swing a bunch to the ceiling, where it is warmer, and the fruit will ripen quicker and better.

Satisfaction Guaranteed or Money Refunded

Farmers and others are using nearly a **quarter of a Million** Hall Self-Locking Safety Hoists. Now we have adapted them to the needs of **fruit men.** You ought to have several. COST, roped and ready for use, SMALL, and **quickly earned in labor saved.**

If your wholesale grocer or hardware dealer can't supply Hall Banana Hoists, send us fifty cents for **sample** and we will ship by parcel post under "Money Back Guarantee."

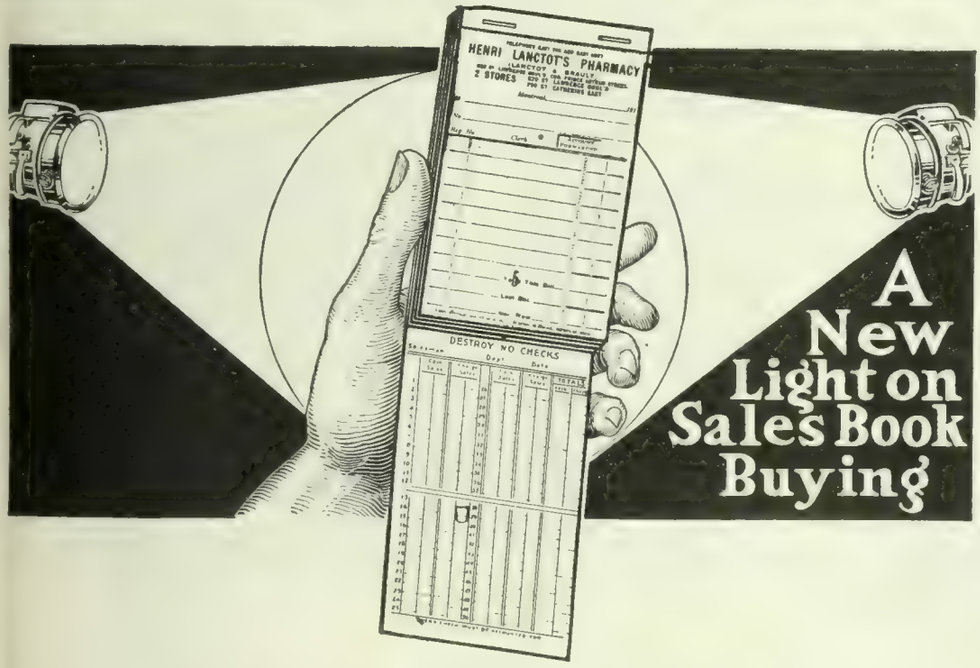
Hall Manufacturing Company - Monticello, Iowa

Write us for samples and prices of

OCEAN BLUE

You will be pleased with the one and satisfied with the other.

HARGREAVES (Canada), Limited,
33, Front Street, E. TORONTO.



A New Light on Sales Book Buying

WHEN buying duplicating or triplicating salesbooks, look into the matter of quality, speed in handling the books, consecutive numbering, book numbering, service, delivery, cleanliness and moisture-proof qualities. Have you ever seen samples of

The SURETY

The SURETY salesbook is made in styles and sizes suitable for every business. The back of the original sheet (in duplicate books) is coated with a carbon **that does not smut with ordinary use** and which **gives a perfect copy every time.** In the triplicate book the original and duplicate sheets are coated with the SURETY coating—**the only kind on the market that will not deteriorate with age.**

We Also Make Every Style and Size of Single Carbon Pad

Write for quotations on the kind of books you are using and send us a sample book. We have installed every known facility to turn out the highest quality of work cheaply and quickly.

There are 30 McCaskey travelling men in Canada. Let us put you in touch with the one near you. **It may be worth many dollars to you to write a postal card to-day.**

Manufacturers of the McCaskey System

THE SURETY

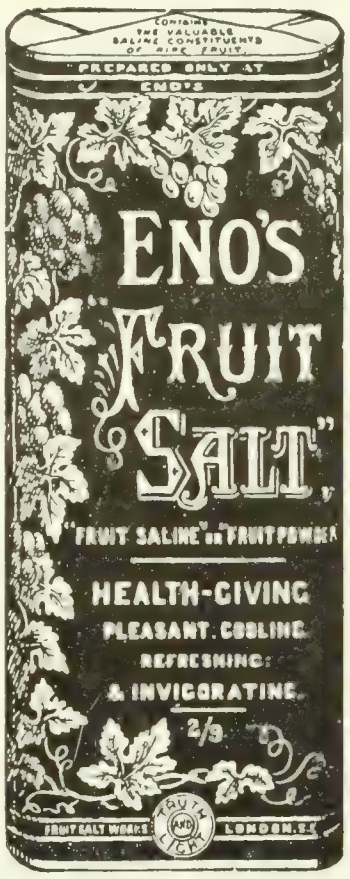
Dominion Register Company, Limited

92 Ontario Street, Toronto, Canada

BRANCHES—Trafford Park, Manchester, England; Melbourne, Australia

Every Household and Travelling Trunk ought to contain a bottle of

ENO'S "FRUIT SALT"



A gentle natural aperient that stimulates the organs of elimination.

A delightful sparkling draught that children like, that invalids can safely take without fear of griping or weakening effects.

Travellers need this valuable preparation to prevent sea-sickness, train-sickness, and illness caused by sudden changes of water or climate.

If you suffer from Constipation, Biliousness, or Indigestion, the regular use of

ENO'S "FRUIT SALT"

will promptly correct the disorders and greatly improve your general health.

This world-famous aperient has been in use for forty years, and to-day stands unrivalled.

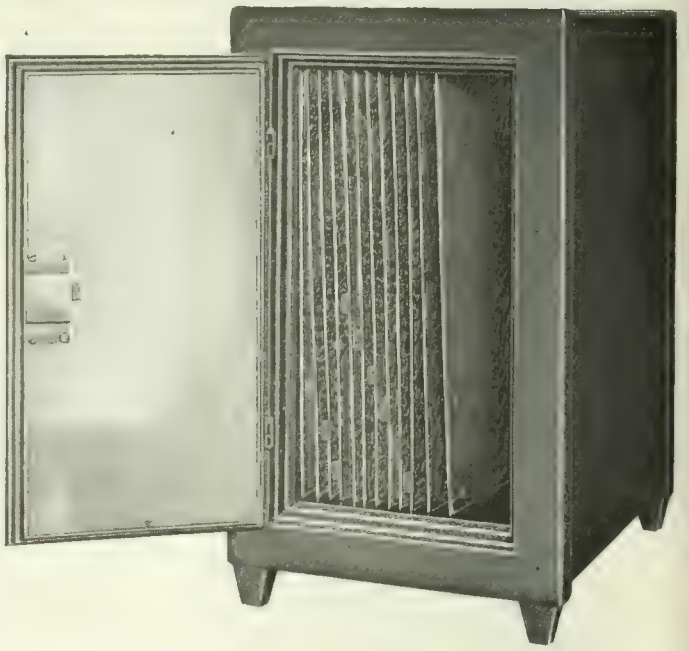
"It is not too much to say that its merits have been tested from Pole to Pole, and that its cosmopolitan popularity presents one of the most signal illustrations of Commercial enterprise to be found in our trading records."

Sold by Chemists and Stores throughout the World

Prepared only by

J. C. ENO, Ltd., FRUIT SALT WORKS, London, S.E.

Two at the Price of One



And Better, Because your accounts are safe from fire as well as mistakes. Better because you can increase the capacity of the Register at any time simply by adding more leaves. Better because leaves are made of aluminum, therefore are light and easy to handle. A child can operate them as well as a man. **Comparison** is our strongest selling talk. Examine the other makes if you will, because then we know your choice will be an Ullman.

Hamilton Ideal Manufacturing Company, Limited

Toronto Office—482 College Street

Cut Down Your Western Freight and Storage Bills

WEEKLY POOL CAR ACCOMMODATION

from Winnipeg to all Western points

British, American and Canadian Manufacturers: We have found by experience that distributing from Winnipeg one car load of your goods at a time—and distributing them oftener—is better for you than distributing from five cars billed through to five different points.

WINNIPEG IS THE DISTRIBUTING CENTRE FOR WESTERN CANADA, and we, being on the ground, can so arrange that your goods are reshipped from Winnipeg to the various Western Points in Pool cars. Thus you secure car load rates. You also have your goods tied up for a much shorter period, and save materially in storage and in the work of checking shipments.

We are open to take on a few first-class lines which do not compete with those already carried. We can give storage accommodation at all central points, though our aim is to reduce the necessity of storage. Our experienced representatives look after the sale of lines entrusted to us in all the large Western Points. Personal attention given at all times.

Write for fuller particulars to-day. State lines.

W. H. Escott *and* **Co.**

181-3 BANNATYNE AVE. E., **WINNIPEG**

We hold the key to the best wholesalers in the West

Finest Quality — Whittemore's Shoe Polishes — Largest Variety

Oldest and Largest Manufacturers of Shoe Polishes in the World

"GILT EDGE" Oil Polish. **The only** Ladies' Shoe Dressing that positively contains OIL. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. **Largest quantity. Finest quality.** Polishes without rubbing. Retails 25c.

"ALBO" Cleans and whitens Canvas, White Buck, Suede and Nubuck shoes. Each cake in a **zinc-tin** box with sponge (see cut). Retails 10c. Each cake in a handsome **aluminum** box with sponge. Retails 25c.

"NUBUCK" White Leather Dressing **cleans and whitens** Buck, Nubuck, Suede and Ooze leathers, both smooth and nappy finish. Retails 25c.

"DANDY" COMBINATION. For cleansing and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. Retails 25c. **"STAR"** russet combination (10c size). Russet, Brown and Ox Blood pastes (5 sizes of each color).

"ELITE" COMBINATION. For those who take pride in having their shoes look A1. Restores color and lustre to all black shoes. Retails 25c. **"BABY ELITE" COMBINATION** (10c size). **"ELITE" PASTE** in 5 sizes.

"QUICK WHITE" makes dirty Canvas shoes Clean and White. In liquid form, so can be quickly and easily applied. A sponge in every packet so always ready for use. Two sizes, retails for 10c. and 25c.

Send for circulars giving full particulars of our other Polishes to WHITTEMORE BROS. & CO., Boston, Mass., U.S.A.

For Sale by the Shoe Findings and Shoe Jobbing Trades of all Canada.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

Japan Teas on Spot
Congou Teas on Spot
Ask for samples.

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

Import—Export 'Phones { Office 2190 / Residence 1556

NORMAN D. McPHIE
MERCHANDISE BROKER
COMMISSION MERCHANT
MANUFACTURERS' AGENT

Handling General Grocery, Spice and Produce Lines

Federal Life Building
HAMILTON, - Ont., Canada

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents
and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

CONVENIENT, MODERN, WAREHOUSING
at Ottawa, tracks at the door, connection with steamers. Fireproof. Excise Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.,
46-52 Nicholas Street - - Ottawa

When writing advertisers kindly mention having seen the advertisement in this paper

WESTERN PROVINCES.

ORR & McLAIN
Importers, Buyers
and
Manufacturers' Agents
Domestic and Foreign Agencies Solicited
507 Confederation Life Building, Winnipeg

H. P. PENNOCK & CO., LTD.
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturers wanting live representatives.

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

Eastern Manufacturers Limited
Manufacturers' Agents,
Saskatoon, Saskatchewan.
Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established. 15 Years
Domestic & Foreign Agencies Solicted

HOLLOWAY, REID & CO.
Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

WESTERN PROVINCES—Continued.

NORTH-WEST SPECIALTY CO.
Manufacturers' Agents
Cover Saskatchewan completely. All large centres visited monthly. Open for agencies for all kinds of Store Fixtures and Specialties. Warehousing facilities.
Suite 109 Willoughby-Sumner Block
Saskatoon, Saskatchewan.

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines, Domestic and Foreign agencies solicited.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS
and
MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

When writing advertisers kindly mention having seen the advertisement in this paper. : : : :

Manufacturers' Agents and Brokers' Directory

(Continued.)

Western Provinces—Continued.

SIMPSON PRODUCE CO. Winnipeg Man.

Will be pleased to discuss with agents or manufacturers of Bakers', Butchers' or Grocers' specialties, the introduction of their lines to the Prairie Provinces—we go direct to the trade or through the Jobbers.
Dealers in High Class Produce and Provisions.

Simpson Produce Co. 248-252 Princess St. Winnipeg Man.

LEADLAY LIMITED
332 Bannatyne Ave.,
Winnipeg, Man.

Grocery Brokers & Importers.
"Eiffel Tower Lemonade."
"Foster-Clarkes Cream Custard.

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
352-6 Cambie St., Vancouver, B.C.

Can give strict attention to a few first-class Grocery Agencies. Highest References.

O'Loane, Kiely & Co., Ltd.
WHOLESALE GROCERY BROKERS
CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY
We cover British Columbia and Alberta
Head Office - - Vancouver, B.C.
Reference: The Bank of Montreal.

WORLD RENOWNED

BRAND STUHR.

STUHR'S
GENUINE CAVIARE,
ANCHOVIES IN BRINE
(Salted Sardels).
In Tins and Glasses.
"Please ask for our offer"
C. F. STUHR & CO., HAMBURG.

OAKEY'S
The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

SHIP YOUR CARS TO
FERGUSON'S SIDING
Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.
FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.
We have records in our vaults covering ten years' satisfactory service.

C. E. DISHER & CO.
WHOLESALE GROCERY BROKERS AND COMMISSION AGENTS
CANNED AND DRIED FRUITS, BEANS, SALMON
Victoria VANCOUVER, B.C. Calgary

E. O. CORNISH
COMMISSION AGENT
Canned Goods a Specialty
821 Pender St. W., Vancouver, B.C.

The CAMPBELL BROKERAGE CO.
Manufacturers' Agents and Commission Brokers.
We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.
857 Beatty Street . Vancouver B. C.

McCANN & LANGFORD
Winch Building Victoria, B.C.
Manufacturers' Agents and Commission Brokers.
We can give special attention to a few good agencies. Anything we handle we push
References: Bradstreets, Royal Bank, Union Bank.

The CHAMBERLAIN-DOWNEY
Company, Limited.
Wholesale Jobbers & Manufacturers' Agents.
Grocery, Confectionery and Tobacco Specialties.
Correspondence solicited on Domestic and Foreign Lines.
TRACKAGE AND WAREHOUSE,
1214 Homer Street, Vancouver, B. C.

When writing advertisers, kindly mention having seen the ad. in this paper.

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references.
Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

The failure to stock some standard commodity may be the means of a merchant losing trade.

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you.
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous
If you have Lagrippe,
If you suffer from neuralgia
These powders are very good for children cutting their teeth
18 Powders for 25 cents
DIRECTIONS

are recognized everywhere as a specific remedy in all cases of headaches, and they can be recommended by every merchant with perfect safety as an effective remedy. Don't lose trade by allowing your supply to run short.

If you don't know them, try Mathieu's Nervine Powders yourself at our expense as per coupon attached.

For all forms of colds Mathieu's Syrup of Tar and Cod Liver Oil is recognized as a safe and effective cure.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name .....
With (Name of firm) .....
Street .....
City or town .....Prov.....

Tartan BRAND

THE SIGN OF PURITY

COFFEE

GROWN, ROASTED AND BLENDED FOR GROCERS WHO VALUE SATISFIED CUSTOMERS

Royal Stewart
A blend of the highest grade to satisfy particular people.
Retails at 45c.

Gordon
A blend of high grade Coffees, pleasant and satisfying.
Retails at 40c.

Highland Lassie.
A blend of good Coffees to retail at 35c.

Rob Roy
Cheap in price but worthy in quality.
To retail at 30c.

BALFOUR, SMYE & CO., Wholesale and Manufacturing Grocers HAMILTON

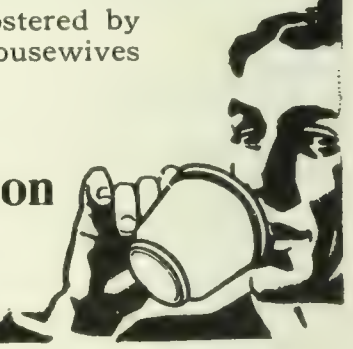
SYMINGTON'S COFFEE ESSENCE

is the standard of quality and excellence. There is no other Coffee Essence to equal it. Made by the most expert coffee-cooks who devote their whole time and attention to the manufacture of Coffee Essence. The demand—fostered by continuous up-to-date advertising—is constant, and discriminating housewives everywhere insist upon having the premier brand.

GET FULL PARTICULARS, SHOWCARDS AND PRICES TO-DAY.

Thos. Symington & Co., Edinburgh and London

AGENTS:— Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver—Messrs. Shallcross, Macaulay & Co.



A Seasonable Line

OUR NEW

Sandwich and Salad Olive

all ready for the table

Pimento Stuffed
Celery Stuffed
Plain Pitted

in salad form

Ask your wholesaler for this 8 oz. bottle.
Retails at 25c.

Gorman, Eckert & Co.

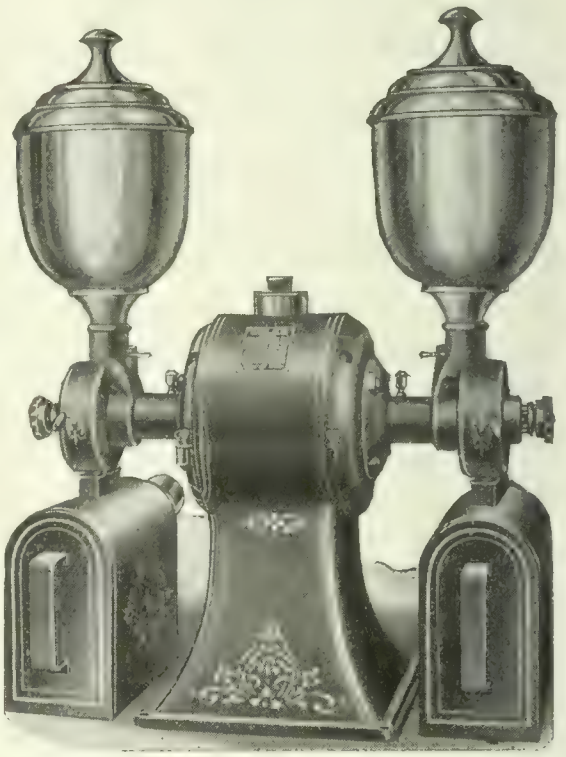
LONDON, ONTARIO

Western Selling Agents:
MASON & HICKEY, Winnipeg

More Than Ever in a Class by Itself

One of our 12 new models. Wouldn't it be a good idea then to look into the Coles? It ranks with the best and meets your price. 26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO.

1615 North 23rd St. PHILA., PA.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

PROMPT SHIPMENT

is being given to all orders for

St. Lawrence Sugars

Messina Lemonade Powder

Just the thing for this hot weather. The truest lemon flavor is there. If you want any better, well, you will have to take a lemon itself.

Each Tin a Repeater,
And a Tin of Profit.

Henri Jonas & Co., Montreal

SPECIAL PRICES
ON
Ceylon Green Teas

Ask for quotations and samples of spot goods

IMPORT ORDERS SOLICITED

John Duncan & Co., Montreal
Tea Importers **Est. A.D. 1866**

BUY
"Redona" and "Matador"
SHELLED
ALMONDS

The most popular amongst the Grocery and Confectionery Trades

COSMELLI & COMPANY

Packers and Shippers of the well-known Red "C" and Red "B" Fruit Pulps.

Monument Buildings, London, England

HOLDS EVERY SIZE BAG FROM ¼ TO 10 LBS.

hangs right above the counter ready for use. Saves time, space and waste in bags. **No hole punching** or any extra trouble whatsoever, simply lay the bags in their respective compartments. Quicker service a certainty. No up-to-date store should be without one.

Selling Agents for Canada:
KILGOUR BROS.
21-3 Wellington St. W., Toronto

O. P. McGREGOR
Patentee and Manufacturer
411 Spadina Ave., Toronto

L. & B.

BANNER BRAND JAMS AND JELLIES

Stand at the very top for high quality, quick selling and profitableness in fresh fruit products. Most aggressive dealers know that profitableness in Jams and Jellies depends on certain essentials. These are: delicious, fresh, full fruit flavored goods, the kind that makes repeats and sells at a moderate price. L. & B. Banner Brand fills these essentials to the letter. That is why they are so popular.

LINDNERS LIMITED

340 Dufferin St., TORONTO Phone Park 2985

Representatives: The Amos B. Gordon Co., [illegible] West Street & Goodacre, Montreal; H. D. Marshall, Ottawa, Ont.; C. A. Munroe, New Brunswick; W. H. Lyle, [illegible] Prince Edward Island; H. Donkin & Co., Vancouver, [illegible] Winnipeg.

A Good Profit For The Grocer

There is a good profit for the grocer in selling Shiriff's True Vanilla Extract — an extract that has been popular with Canadian house-keepers for thirty years.

Besides the profit, there is the feeling of satisfaction that comes from selling a high-grade product—a product you will never be called upon to apologize for.

Shirriff's True Vanilla invariably gives the utmost satisfaction to the user, and adds to the prestige of the store that sells it.

Shirriff's

True Vanilla

—

Imperial Extract Co.

Toronto

Why Run This Risk?

ALL grocers have noticed the activity of the Government in regard to adulterated spices. More than 30 grocers have been fined during past two weeks for selling adulterated pepper. These fines and expenses have amounted to over $1,000.

And this is just the beginning. There is no need for any grocer to run the risk of losing his good reputation by handling doubtful or adulterated spices.

Pure Gold Spices are all guaranteed to meet the Government requirements in every way. All the recent Government bulletins confirm this. Every grocer should write the Inland Revenue Department, Ottawa, and ask for copies of these bulletins, which are free on request.

If you wish to be **sure** of your position place your order with the leading firm manufacturing **only** pure goods.

The
Pure Gold Manufacturing
Company
TORONTO

PURITY and EFFICIENCY

These are the foundation of all successful products that **remain** in the market.

Its **PURITY** gives confidence to the user.

Its **EFFICIENCY** creates the gratification from success in use.

IN NUTLARD

(The new French Lard)

The COOK has a Lard that is always SWEET.

The CONFECTIONER has an article that can be used in the most delicate confections.

The BISCUIT MANUFACTURER gets the lard that does not go wrong in the biscuits after they are sent out.

The GROCER a seller that never brings a complaint.

Rocca, Tassy & DeRoux
MARSEILLE, FRANCE

Canadian Agent:
J. RUSSELL MURRAY
6 St. Sacrament Street, - - MONTREAL

Red Rose Jelly Powders

have proven themselves decided trade pullers, so much so that orders are reaching us daily from most remote quarters.

The reason why these, as well as

Red Rose Baking Powder
Red Rose Flavorings

have jumped into popular esteem is simply this:—

We Do Not Spare Quality.
"Red Rose" Will Be Blooming When Others Have Faded.

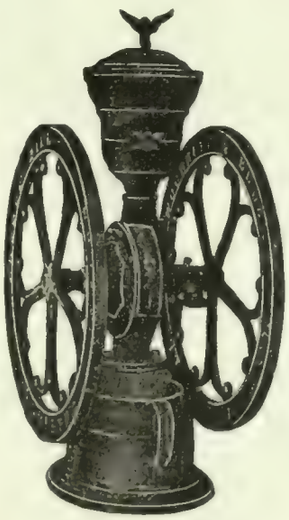
A. W. HUGMAN, LIMITED
MONTREAL

WESTERN AGENTS: Orr & McLain, Winnipeg, Man.

Costs Less *to* Install

costs nothing to operate

Grinds Like a Charm



There is no expense after the initial cost, and this is considerably lower than many other makes now on the market.

We guarantee the ELGIN NATIONAL COFFEE MILL to grind faster than any other mill of a corresponding size. Fitted with special adjuster and new force feed steel cutting grinders.

All we ask is that you look into the merits of this mill before you decide on installing any particular kind.

Write to-day for catalog and prices.

MADE BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.

JAPAN TEAS

show a wonderful improvement in quality and price this season. There is no other tea more worthy of the jobber's attention at the present time from a MERIT and PROFIT standpoint.

FURUYA & NISHIMURA

PURE STRAWBERRY JAM
CHIVERS' QUALITY

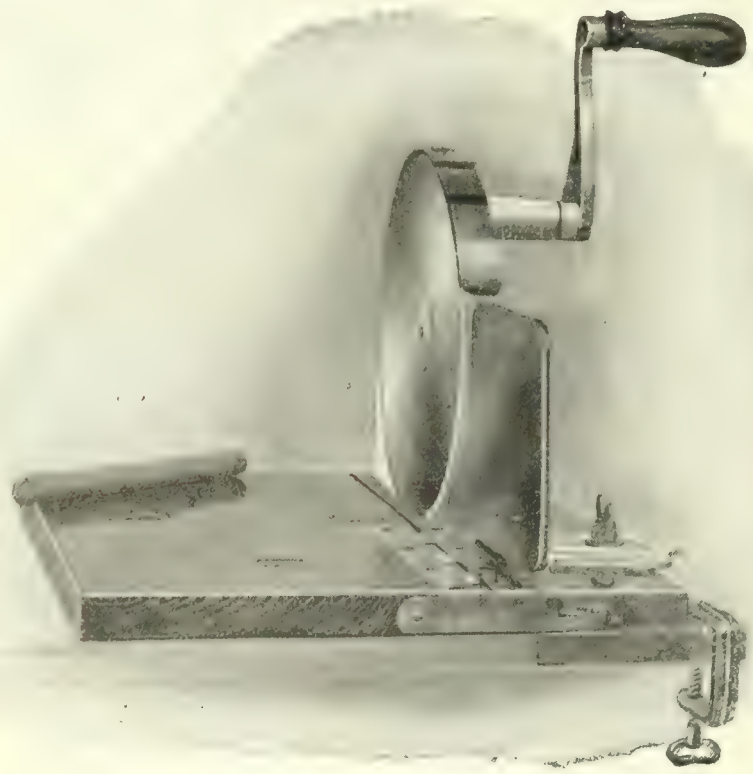
We are in a position to protect you for your requirements in Strawberry and other Jams, either immediate or future delivery, and can supply you with CHIVERS' QUALITY.

Do not buy the first jam offered you, thinking you will not be able to secure your supplies. We can protect you, and besides guaranteeing delivery we can save you money and give you CHIVERS' Quality.

Our bookings are quite heavy owing to the complete satisfaction given by CHIVERS' goods in the past. Get in touch with our travellers or write us direct and take advantage of our SPECIAL 1913 INTRODUCTORY OFFER ON CHIVERS' LINES.

FENWICK, HENDRY & CO.
Manufacturing Wholesale Grocers
KINGSTON, ONTARIO

Will Revolutionize Meat Slicing



THE LOWEST PRICED MACHINE MADE

Every grocer, large or small, can now have a meat slicing machine; in fact, none should be without one. It saves time, labor, money the best investment you can have. The

IMPERIAL
Slicing Machine

is the simplest in construction, the lowest in price, neat, easily cleaned, slices uniformly and gives more slices of bacon to the pound. It will do all that the highest-priced machine will do, and more, because it slices the end pieces, is noiseless, slices everything. Send postal to-day and learn the **extremely low price** of this machine.
It is a wonder. Write now to any of the following:

W. G. Craig & Co., Ltd.
CANADIAN AGENTS
KINGSTON, ONT.

DISTRIBUTORS:
D. S. Robertson & Sons, Ottawa, Ont.
Eby-Blain, Limited, Toronto, Ont.
W. H. Gillard & Co., Hamilton, Ont.
A. M. Smith & Co., London, Ont.
Codville Co., Ltd., Winnipeg, Man.
A. Macdonald Co., Ltd., Winnipeg, Man.
Jobin Morrin Co., Ltd., Winnipeg, Man.
Codville Co., Ltd., Saskatoon, Sask.
Codville Co., Ltd., Moose Jaw, Sask.
Macdonald, Cooper & Co., Edmonton, Alta.
A. Macdonald Co., Ltd., Nelson, B.C.
A. Macdonald Co., Ltd., Fernie, B.C.
Kelly, Douglas & Co., Ltd., Vancouver, B.C.

WHO IS MAKING MONEY IN YOUR CITY?

Ask these firms about the Brantford "Showall" Window Fixture—*They use it*

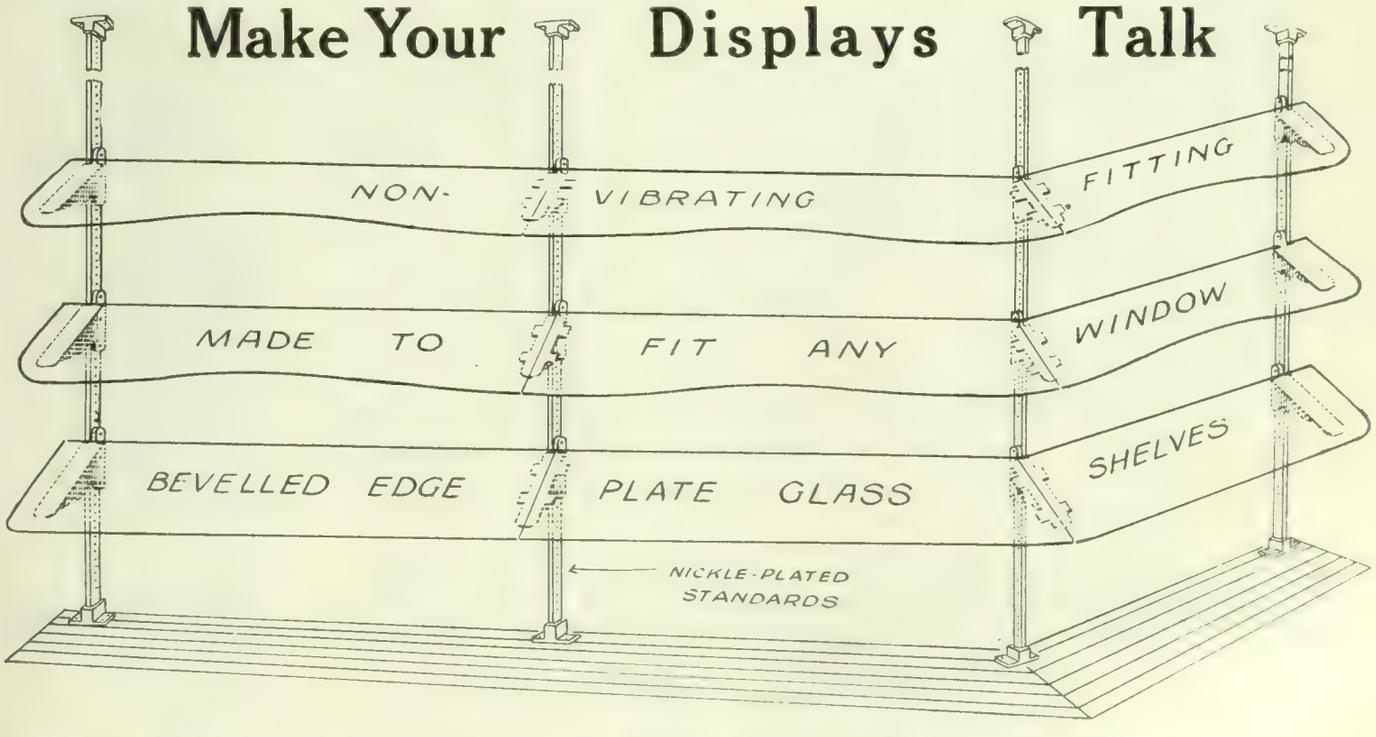
Mr. A. N. Pequegnat	Jeweller	Brantford
Messrs. Ludlow Bros.	Shoe Merchants	Brantford
Cash Bargain Grocery, Mr. Harp, grocer		Brantford
Mr. D. Jolly	Tobacconist	Brantford
The Bounsdale Supply Co.	Druggist and Grocer	Stratford
Mr. T. J. Ryan	Druggist	Stratford
Mr. H. Hotson	Shoe Merchant	Tavistock
Mr. A. G. Gahagan	Shoe Merchant	Woodstock
Messrs. W. Attwood & Sons	Jewellers	Hamilton
Mr. A. Juddleson	Shoe Merchant	Hamilton
Mr. G. E. Farrier	Barton St.	Hamilton
Mr. E. Springstead	Jeweller	Hamilton
Mr. J. H. Hodgson	Shoe Merchant	Hamilton
Mr. A. Wilson	Stationer	Hamilton
Mr. J. A. Barr	Druggist	Hamilton
Mr. G. J. Clayton	Shoe Merchant	Hamilton
The Alexander Hardware Co.		Hamilton
Elizabeth Hollingsworth	Tobacconist	Hamilton
Mr. F. H. Skerrett	Sporting Goods	Hamilton
Mr. Kent Corvin	Hardware	Hamilton
Mr. C. Robins	Tobacconist	Hamilton
Mr. A. E. Rea	Shoe Merchant	Hamilton
Mr. F. W. Mills	Druggist	Hamilton
Messrs. Cloke & Sons	Stationers	Hamilton
Messrs. H. C. Clark Co.	Shoe Merchants	Dundas
Mr. W. H. Brigham	Shoe Merchant	Chesley
Mr. W. J. Wray & Co.	Jewellers	London
Messrs. J. F. Cook & Co.	Shoe Merchants	London
Messrs. Anderson & Nelles	Druggists	London
Mr. L. W. Thomas	Jeweller	London
Mr. Sumner	Druggist	London
Messrs. Purdom Hdwe. Co.		London
McCullough & Co.	Shoe M'chts., College St.,	Toronto
National Sporting Goods Co., Limited, Yonge St.,		Toronto
A. Levy	Shoe M'cht., Yonge St.,	Toronto
J. Brotherton	Sporting Shoes, Yonge St.,	Tor.
M. B. Young	Shoe M'cht., Bloor St. W.,	Tor.
St. Leger Shoe Co., Limited, 542 Queen St. W.,		Toronto
C. C. Allan	Shoe M'cht., Queen W.,	Toronto
G. Tamblyn, Druggist, Yonge St., and branches		Toronto
Dillon & Moore	Shoes	St. Catharines
Leslie Starkey, Queen St.	Tobacconist	Toronto
F. S. Hardman, Queen St.	Shoes	Toronto
T. Bain, Queen St.	Cigars	Toronto
Messrs. Boeller & Knapp, King St.,	Tobacconist	Hamilton
Mr. Snell	Grocer, Queen St.	Toronto
Mr. Cable,	Shoe Merch., Queen W.	Toronto
Messrs. Timmons & MacIlwain	Cigar Store,	St. Catharines
Mr. C. Hickey	5c and 10c Store,	Welland
Mr. Greenwood	Druggist	St. Catharines
Mr. Patterson	Grocer	Brantford
Mr. Cartwright	Jeweller	Brantford
A. Caulbeck	Grocer	Brantford
Mr. Broadbent	Shoes	Brantford
C. Hamel	Cigar Merchant	Brantford
Messrs. Parke & Parke	Druggists	Hamilton
Mr. Inkster	Jeweller	Hamilton
Mr. Rowland Hill	Shoes	London
Messrs. Murray Johnston		London
H. C. Brobridge	Shoes	St. Thomas
R. W. McQueen	Tobacconist	St. Thomas
St. Leger Shoe Co.,	All Stores	Toronto
The United Cigar Co.	Tobaconists	Toronto
S. Annis	Cigar Merchant	Welland
American-Cut Rate Shoe Store	Yonge St.,	Toronto
E. W. Prasen	Grocer, Queen St.,	Toronto
P. S. Blachford	Shoes, Yonge St.,	Toronto
A. E. Maxwell	Cigar Merchant	St. Thomas
B. J. Cook	Druggist	St. Thomas
J. Fox	Jeweller	St. Thomas
J. E. Curran	Stationer	St. Thomas
J. Schwartz	Shoes	Windsor

Effective Grocery Displays Made Easy

The Grocer is a busy man, and minutes mean dollars. His display means dollars to him, too. He therefore must use displays that can be put in as quickly as possible and yet be effective and bring results.

The "Showall" Fixture is the greatest achievement in the modern grocery window fixtures. It brings quick sales, gives the store front an attractive appearance, and makes window trimming an easy matter. This fixture will pay for itself in a very few weeks. Don't delay looking into this. **Write now.**

Make Your Displays Talk



The Brantford Showall Window Fitting Company

67 WILLIAM ST., BRANTFORD

BY HANDLING ONLY

GAZELLE Goods

When NOAH sent out the Dove it brought back an Olive Branch—

The Emblem of Peace and Safety.

When WE sent out the GAZELLE it brought many repeat orders—

The Sign of Satisfaction and quality.

Watch your business leap ahead when you handle GAZELLE goods. They are backed up by an irreproachable reputation.

Hudon, Hebert & Co., Limited

MONTREAL

THE MOST LIBERALLY MANAGED FIRM IN CANADA.

Established A.D. 1839

HIRONDELLE

(Swallow)

Macaroni, Vermicelli, Spaghetti

Made in Canada for Canadians.

Once your customers taste this line they will never ask for any imported make. Our goods are unequalled for quality, and then there is the saving of duty. Just talk them up and you'll soon agree with us that

"Hirondelle" Brand

has taken the lead and will hold it.

C. H. Catelli Limited
MONTREAL

Tea Hints for Retailers

By John H. Blake

This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects:

The Tea Gardens of the World
Tea from Seed to Leaf
Tea from Leaf to Cup
The Tea Marts of the Orient
How to Test Teas
Where to Buy Teas
Is it Wise to Place an Importation Order?
Bulk versus Package Teas
HOW TO ESTABLISH A TEA TRADE
Tea Blending

(275 pages) (24 full-page Illustrations)

Sent to any address on receipt of $2.00

MacLean Publishing Company
(Technical Book Department)
143-149 University Ave., TORONTO

Brand's A.1. Sauce

and Invalid Specialties

AWARDED "*The* GRAND PRIX"

at the Festival of Empire Exhibition Crystal Palace, London, in 1911 —this being the highest possible award.

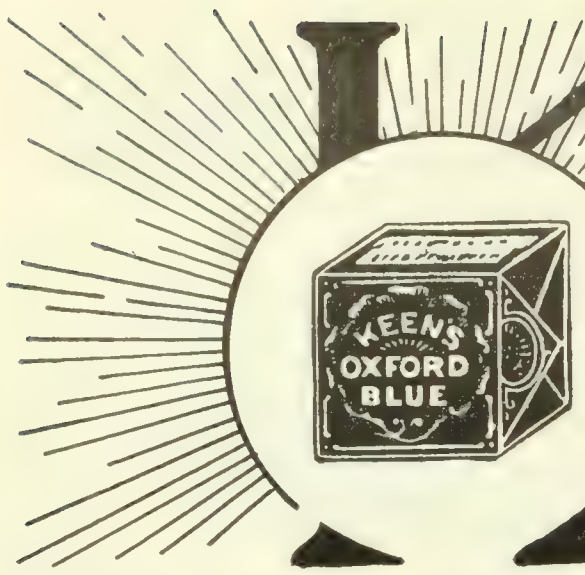
If you have a particular trade and not only want to hold it, but to increase it, we would suggest that you stock Brand's A 1 Sauce. This is the famous sharpener of British appetites—the sauce that adds zest to any dish of meat, fish or fowl.

Stock up now.

Brand & Co., Ltd., MAYFAIR, LONDON, Eng.

Purveyors to H.M. the Late King Edward VII

NEWTON & HILL, 25 Front St. East, TORONTO
H. HUBBARD, 27 Common St., MONTREAL
McLEOD & CLARKSON, VANCOUVER



KEEN'S OXFORD BLUE

KEEN'S OXFORD BLUE is known and appreciated where the cleanest and whitest washing is done, and is to-day the favorite of the modern housewife, as it was the choice of her parents and grandparents.

FOR SALE BY ALL THE CANADIAN JOBBING TRADE

MAGOR, SON & COMPANY, Limited

403 St. Paul Street, Montreal — 30 Church Street, Toronto

Agents for the Dominion of Canada

Your Customers Return For These Two Leaders!

BENSON'S
Prepared Corn
FOR CULINARY PURPOSES

SILVER GLOSS
Home Laundry Starch
THE WASH-DAY FAVORITE

Standards for over half a Century

IT'S THE QUALITY THAT BRINGS THE REPEAT ORDERS

THE CANADA STARCH CO., LIMITED

Manufacturers of the EDWARDSBURG BRANDS

Montreal — Cardinal — Toronto — Brantford — Vancouver

Attractive window with canvas background shown recently in the grocery department of Goodwin's, Limited, Montreal.

Connecting Up Background with Display

An Attractive Montreal Window Trim With Canvas Painted Background—Outdoor Scenes Suitable for Picnic or Camp Goods Display—Some Expressions of Opinion From Window Trimmers.

The window reproduced above appeared recently in the store of Goodwin's, Limited, Montreal. Commenting upon it from a professional standpoint, H. Gagnon, head window trimmer in the store, states: "For a window put in in haste, this one is possessed of splendid drawing and selling powers. But the chief criticism that could be offered is that the display proper, and the background are not entirely suitable to one another. The background is exterior and should call for articles which have a distinctly outside, or picnic appearance. With this background of trees and foliage, the spirit of picnics, and afternoon outings is conveyed and following out this idea the same spirit should be enlarged upon by means of the groceries on display."

Purpose of the Background.

Just here it might be stated that this background was not prepared especially for a grocery window, but is only a part of a large background extending along behind some half dozen windows with the intention of conveying a general summery, outing, and even a restless, travelling, touring, appearance. Farther down, club bags, suit cases, steamer trunks, and all such leather goods are displayed, and for these the background pictures trains and boats at a wharf, and travellers hastening to and fro carrying hand baggage.

However, this section of the background is quite suitable to displays of picnic goods, and with this idea the window has been arranged.

Correct Display and Background.

Mr. Hart states that before putting in any window, careful study should be made of the relation between background and display. While to the common eye this might not make such a difference, still even a layman looking closely at any window is always more greatly attracted if harmony is followed throughout, than he otherwise would be.

The Goods Shown.

In attempting to bring out harmony in display in this window note the outdoor benches, the camp stools, picnic baskets, and general picnic character of the goods displayed. Here are olives, pickles, canned meats in glass, and a great variety of summer drinks.

One line at a Time.

Speaking of displaying goods in general, J. Bailey, manager of the grocery department, advocates strongly showing one line only at one time on the ground that when a number of lines are shown attention is scattered, and no definite impression left; but when only one line is presented there is greater drawing power through greater concentration and centralization. However, from the standpoint from which this window was designed, Mr. Bailey considers it one of great drawing power, and feels that it has been productive of direct results for their department.

Background from the standpoint of the goods on display has not been studied so closely by grocers—apart from the Christmas season — as by dry goods dealers. A horse show, for instance, gives a cue to the dry goods man to have an "equine background" so to speak. Spring goods have always a bright foliage background; Christmas is a time for a wealth of evergreens, etc., etc.

It would seem that the grocer could with profit give more attention to background. An appropriate one means the attraction of more customers. Those who have tried them will endorse that statement. Watch the background in the summer goods, Thanksgiving, Christmas, Easter and spring goods displays.

Veterans in the Grocery Trade

Number Six—
E. J. Cody

Subject of This Sketch Has Been In Business For Himself For Forty-eight Years—Was Grocery Clerk Six Years Before That—Gives Some Interesting Comparisons Between Conditions Half a Century Ago and To-day.

Some few weeks ago there appeared in Canadian Grocer an old invoice received by a grocer in 1876. That was when he began business—thirty-seven years ago. Almost four decades is a long time to be connected with one business.

When E J. Cody, of Embro, Ont, saw the item he was prompted to send along a still older one. It was dated May 15, 1865—forty-eight years old—and, although requests have been made for more ancient ones, none have arrived.

Are we to assume, then, that Mr. Cody has been longer in the grocery business than any other grocer in Canada? This, of course, may be assuming too much, but it is undoubtedly a fact that there are few active men in the retail business to-day who were grocers forty-eight years ago. If there are any, Canadian Grocer would appreciate knowing them.

Fifty-four Years Altogether.

Mr. Cody is truly, then, a Veteran in the Trade. Prior to 1865 he clerked for six years in a grocery store, making a total of 54 years' continual service. Here is a record hard to beat.

There is little similarity in the methods of conducting a grocery business half a century ago and to-day. A few minutes' conversation with a man like Mr. Cody would convince one of this.

Looks Humorous Now.

"Mercantile life," he observed recently, "is greatly changed since I started in the business 54 years ago. You would be amazed to know the peculiar things that customers would bring in to exchange for goods. Among them were skim milk, cheese, maple sugar, horse hides, calf skins, sausages, etc."

It is evident that in "the good old days" a merchant had to be equipped with a wide knowledge to follow so many markets. All these goods had to be disposed of at prices which would allow a margin on the groceries given in exchange. What would the young men of to-day think of it if a customer asked for a "calf skin's worth of sugar," "Groceries to the value of a horse hide," or if he heard the question, "I want a pound of tea and will you take it out in skim milk?"

To-day practically the only produce exchanged is butter and eggs, and even these are gradually finding their way into consumption by other routes.

E. J. CODY.
Merchant in Embro, Ont., who has been in business for forty-eight years.

One to Two Years' Credit.

"Business forty and fifty years ago," Mr. Cody states, "was fully 90 per cent. one to two years' credit. Now it is the very reverse."

Here, again, is another vast change wrought by Father Time. Merchants then had only about one harvest time. That was when the grain was threshed in the autumn or winter. Then the farmers paid their debts contracted throughout the year. This has been one great transformation for the better. The merchant of to-day, however, might consider the business a little more ethereal in character if he were sure even of getting some people's money within a year.

Increase in Package Goods.

In the matter of package and branded goods, every dealer knows how great has been the change. "It was a very difficult problem those days to keep the grocery side of the store filled with shelf goods," declares Mr. Cody, "because there were so few package goods to be secured. A poor grade of Nova Scotia salmon, sardines and cornstarch were about all we could get. There were no canned vegetables and fruits in those days."

By the addition of canned goods with attractive labels and bottle goods showing the character of the fruit, the trade to-day have a great help in making the shelving and window more inviting, and hence more sales are made.

Sugar Three Times as Dear as Now.

In 1865 dry crushed sugar (now called granulated) sold to the retail trade at 12½ cents per lb. To-day it is around 4½ cents—almost three times cheaper. Package sugar is another forward step. Tea, another staple, could not then be found in a package. A good Young Hyson sold at 85 cents in 1865, which now could be bought for about 35 cents. Many other staples were fully double the price of to-day. In produce, however, prices then ruled low compared with now. Eggs were common at 6 cents a dozen ,and the best dairy butter 10 cents per pound. On the average, Mr. Cody thinks living is less to-day than 54 years ago.

In Municipal Life.

This veteran has not interested himself in his business alone. For 34 years he has been clerk and treasurer of the village of Embro—a record that few municipal men can equal.

Mr. Cody is, of course, a reader of Canadian Grocer. It has, he says, been worth many dollars to him in his business career.

UNPROMISING APPLE CROP.

St. John, N.B., July 19.—(Special)—Apples will probably be dear this fall. Reports from various parts of New Brunswick and Nova Scotia are to the effect that the harvest is expected to be one of the most discouraging in years, while advices from Ontario are none too cheerful. In Annapolis Valley, famed for its growing of apples of the choicest variety, the crop will be below the standard as owners of orchards are looking forward to an output of not more than 750,000 barrels, whereas in past years there has been an approximate output of 1,500,000.

Farmers coming to the city say that other crops will be well up to the average, and hay, grain, and potatoes particularly look promising at the present time. New potatoes are now arriving, but are quite stiff in price, from $1.60 to $1.75 a bushel being asked for them. Berries are conceded a failure so far as straws are concerned, but the other kinds may come better. Grocers have felt the failure of the strawberrry harvest very keenly.

OPENING OFFICE IN BOSTON.

Canadian Grocer opens on Monday next an office in Boston, Mass. This will be in charge of C. L. Morton, and is located at 643 Old South Building.

How Other Grocers Do Things

LARGEST AD. ON RECORD.

The credit for the largest advertisement that ever appeared, for any one store in any Canadian newspaper, belongs to R. H. Williams & Son, Limited, "The Glasgow House," Regina, Saskatchewan, who had twenty pages filled with store news in a recent issue of the Regina Leader. Across the top of each page was thrown the slogan, "Glasgow House Made-in-Canada Week." In many cases a whole page was devoted to a single product of a grocery line, a dry goods, boots and shoes, etc., in the cost of which the various manufacturers whose goods were advertised bore a share. Half pages, and a few quarter pages were treated in a similar way. At the foot of each "ad." were displayed prominently in a black, the words, "R. H. Williams & Sons, Limited, The Glasgow House," driving home the two-fold idea of the article and the place of sale. The magnitude of the undertaking, the attractiveness of the individual advertisements in the paper, and the assistance of displays in the windows combined to make the novel sale the "talk of the town" and the results were most encouraging.

* * *

CONCENTRATING SELLING POWER

Concentration and specialization are just as essential to make a first-class salesman as anything else and the man who has an idea that he can look after pushing every line at the same time usually finds that in the end he has done little more than an average trade all round.

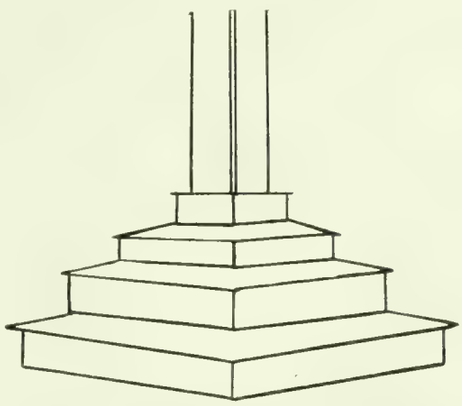
In the grocery department of Goodwin's, Ltd., Montreal, it has become a practice to concentrate selling power on special lines each day. Sometimes the goods thus pushed are advertised, but more often they are simply arranged on special display in the department. For example on one occasion catsups and pickles were displayed in connection with the meat department. For one day five barrels of tomato catsup, and two barrels of pickled onions were set out to be sold, "and we'll sell them all before the day is over," stated J. Bailey, manager of the department. "If we didn't get right behind these lines there wouldn't be a bottle a day sold, but in this way we manage to get away with large quantities of many lines of stock.

"When a customer comes into a store she comes to look around, and in most cases is not a regular purchaser with us. Our regular customers do most of their business by phone and so never come near the store. Thus upon the appearance of our store depend to a great extent our chances for adding new and regular customers to our list. This is our purpose in window displays, namely to get people inside. When once we get them inside, however, then its up to the salesmen to make use of all their powers of salesmanship, satisfy those prospects, and turn them into the habit of buying at this store regularly.

* * *

THE PILLAR SHELF DISPLAY.

In their endeavor to use every available spot in the store for display purposes, several grocers have had constructed shelving about the store pillars. On these fruits in glass can be shown to splendid advantage. Because of the fact that they are usually in the



Display shelves around pillars can be advantageously used.

centre of the store or the grocery department no buyer can enter without seeing them. Attention is concentrated on them therefore so that this shelving is a splendid place to show lines one is anxious to move out. Preserved fruits, pickles, olives, meats in glass and canned goods can be arranged very effectively.

The Robt. Simpson Co., Toronto and David Bell, a Yonge St., Toronto grocer, have shelving similar to that described in the drawing.

* * *

NEAT COUNTER DISPLAYS.

T. A. Rowat, a London, Ont., grocer believes strongly in the value of small neat counter displays for selling goods. His store is always the picture of cleanliness and the counters give strong invitations to the customer to purchase the goods shown. Counter space is frequently given to new goods that arrive from time to time. Mr. Rowat maintains that an attractive counter display always starts inquiries, which, when followed up with a judicious talk, result in introducing the goods. It remains for their merits to make repeat sales.

* * *

SEPARATE DELIVERY COUNTER.

The store of Peebles Hobson Co., Hamilton, Ont., stands on a corner allowing for front and rear doors. To the rear of the store is a separate delivery counter at which all goods are parcelled and sent out.

This counter always keeps the selling counters free from parcelled goods. It gives every advantage to goods for sale that are shown on the front counters. As this delivery counter is in charge of a young man it allows the store salesman full opportunity to attend to sales only, in busy periods. All goods too are delivered from the rear door, thus eliminating considerable confusion.

SAND IN THE PEPPER.

Three More Grocers Convicted of Selling Adulterated Pepper—Fourteen Others on Trial.

Seventeen Montreal grocers were arraigned last week on the charge of selling adulterated spices. The evidence showed that a large quantity of sand had been mixed in the pepper. Three pleaded guilty and were fined $5 and costs each, and the rest will be tried later. The Dominion Food Inspector, J. J. Costigan, said that sand was being sold in black pepper to an alarming extent and the co-operation of the local health officers and the Provincial Board of Health had been requested.

It cannot be maintained, however, that He sells the goods as they are bought He sells the goods as they are brought from the manufacturer, neglecting in many instances to inquire as to their purity. But if every dealer made it a firm rule in buying to know exactly what he was getting there would not be so many of these fines registered against the retail trade.

The CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

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TORONTO, JULY 25, 1913

A NEW CITY SEMI-MONTHLY.

The slight money tightness that has been making itself felt a little throughout Canada is not at all dampening the enthusiasm of Western merchants. In conversation with C. H. Hitchins, of Hitchins & MacLean, Battleford, Sask., who was in Toronto during the week, Canadian Grocer learned that the West is looking forward to big things next year. The crops throughout Saskatchewan were exceedingly promising and recent rains had helped things along in Manitoba. Alberta, too, would have a splendid yield.

Mr. Hitchins touched upon one point in particular that is making the people of the West so optimistic. "Every week," he said, "from 5,000 to 7,000 new people arrive in or pass through Winnipeg and when you consider that hundreds come up from the United States by way of Moose Jaw, you have a good idea of the growth of the West—a new city comes in every two weeks."

One of the most interesting items in the list of the past year's imports into Canada, as shown by the latest Department of Trade Bulletin, is settlers' effects brought in by immigrants. During the twelve months ending April 30, this year, the value of these from the United States was $10,296,265, as compared with $4,900,274 from Great Britain.

HOPEFUL BUSINESS SIGNS.

The signs for good business during the remainder of the year are very hopeful. Manufacturers of grocery staples and specialties, without exception so far, have expressed to Canadian Grocer most encouraging reports on the past six months' trade.

"Our business is thirty per cent. ahead of last year," remarked one, "and prospects for the future are for an even greater increase." Still another: "Our business is splendid this year; we could not expect anything better and collections have been right up to the mark." This is from a firm doing business all over Canada.

Retailers, too, are experiencing good business. One stated last week that his June business had been away ahead of any June in his history. Other large dealers have given similar reports. It would seem, therefore, that apart from real estate and other speculative investments, business is in a good condition generally. Collections are the only weak feature.

Dealing with the Business Situation, The Financial Post says: At Montreal more business is being done than in previous years. Prices generally are holding firm and the manufacturers continue to be busy. Hamilton merchants and manufacturers state that they have no complaint to make with respect to prevailing business or the outlook for the year. The only indication of any weakness with respect to wages is the report from Montreal as to the failure of the Bell Telephone to grant increases to employees as planned. This decision was arrived at because of money conditions. Though business generally is proceeding satisfactorily, the complaint as to money and high rates is very general, but so far business has not been embarrassed by the more cautious policy being adopted by bank managers.

An indication of more active business is the very large amount of traffic East to West, which exceeds the volume of last year, and indicates the urgent necessity of adding to the facilities for handling the great traffic in this direction.

NO GARBAGE FED HOGS.

It is a strange thing, says Farmer's Magazine, rightly, to read in the daily papers of a prominent medical health officer of an Ontario town advocating an establishment of municipal piggeries for the disposal of garbage. This looks like a return to the savage period, and it is to be hoped that no town will seriously entertain this proposal.

This is what has done the pork business more harm than anything else. Who wants to eat garbage pork? Let the garbage be turned into a fertilizer plant, where it can be disposed of just as profitably. Feeding hogs in summer is a simple matter for the person who goes at it in the proper way. A movable fence, clean pasture, and good water are the secrets of success.

THE VALUE OF THE ANNUAL PICNIC.

Acting on the principle that the mill will never run by the water that has past, the Hamilton, Toronto and Brantford grocers strained every sinew to make their picnic this year a success. And it was a pronounced success. Altogether, there were probably 10,000 of their own followers in Victoria Park, Niagara Falls, on Wednesday of last week. While Hamilton and Brantford usually picnic together, it was the first occasion, for many years at least, that Toronto joined them.

Picnics among grocers' associations cannot be too strongly encouraged. They are the best means of making acquaintances. Men who scarcely ever see their neighbors and competitors meet on familiar grounds on picnic day. They enjoy themselves and see others doing the same. They forget their worries and cares and return home with a better knowledge of their fellow workers and with a better opinion of them as competitors.

Years ago, picnics among the trade were not very numerous. It was difficult to get a committee together to make arrangements. But since organization has forged ahead, men are seeing the folly of looking cross-eyed at their competitors. They are more anxious to meet and know better their next door neighbors. This removes antagonistic feelings, disperses prejudices, prevents petty quarrels and price wars, and makes life happier.

AMENDMENT TO FRUIT MARKS ACT.

The Dairy and Cold Storage Commissioner has just issued a circular giving the recent amendments to the Inspection and Sale Act with the new Regulations. The amendments chiefly concern imported fruit.

Hereafter the words "Packed by" must precede the name and address of the packer as marked on any closed package of fruit intended for sale.

A new section is added empowering the Governor in Council to make regulations regarding the branding, marking, and inspecting of imported fruit. Persons violating such regulations are liable to a fine of not more than fifty dollars and costs or, in default of payment, to imprisonment for a term not exceeding one month. The packages of fruit not properly marked may be confiscated.

According to the Regulations every importer of fruit must have all grade marks found on closed packages containing imported fruit erased or obliterated when such marks are not in accordance with the Act or the new Regulations. This must be done when the packages are being taken from the railway car, steamship or other conveyance in which they have been brought into Canada. The importer must place on the end of such packages the proper grade marks, the correct name of the variety of fruit, and his own name and address.

GETTING THE PEOPLE'S EYES.

The manager of one of America's largest department stores is the authority for this business maxim: "You've got to get the people's eyes before you can reach their money." He illustrated his meaning by telling of a personal experience in his own great establishment. A certain commodity of standard make had piled two counters for some weeks without moving. The owner of the store himself was finally attracted to this dead weight merchandise. At once he diagnosed the trouble.

"Put those goods," ordered he, "upon a special counter four feet nearer the aisle than they are now." This was done, and in less than a day the entire lot of goods had been sold. "All that was needed," said the manager, "was to get the eyes of the women. They didn't hesitate to give us their money."

Therein lies a good sermon which, although preached a good many times in this paper, is worth repeating. Goods under the counter or in the warehouse, if they are not strong selling staples will not sell . They must be seen.

A STORE'S REPUTATION.

Some time ago the owner and active head of one of the largest departmental stores in America was asked how he had built up his business. His answer was: "By building up the reputation of my store."

A wise answer, indeed, for a store's reputation covers every phase of merchandising effort. It is through the efforts that it makes to get business and to hold it after it has been secured that a store makes its reputation. A good reputation is equal to the assurance of increasing patronage and sure growth; a bad one spells ultimate failure unless steps are taken to rectify it.

The general policy of a store with regard to returned goods, breakages, omissions and collections goes a long way in forming the public estimate. If courtesy, willingness to oblige and business-like promptness and exactitude are shown, people form a favorable opinion. They decide that they like to deal there and they comment on the store favorably. Ranking fully as important is the kind of service given. If the salesmen are efficient, courteous and obliging, the store can depend upon holding customers and winning new ones. A rude or lazy clerk can do a great deal toward undermining the reputation of a store, a reputation which may have taken many years to build up.

The man who writes the advertising copy also has it in his hands to make or mar in no small degree the reputation of the firm he is employed with. If he introduces into the matter that he places before the public palpable exaggerations and claims which the store cannot back up, he puts people in a skeptical frame. Advertising matter should be strictly based on facts. Any claim or offer made should be backed up to the letter.

There are many other ways in which a store's reputation can be affected by every day operations. Everything undertaken should, therefore, be judged on the basis of how it will make the store appear in the eyes of that ever watchful body, the public.

EDITORIAL NOTES.

Last week was a great picnic time. May there be more.

* * *

Keeping expenses down is one of the secrets of successful business men.

* * *

Hoping alone does not avail much in business. Planning and working are necessary to get results.

* * *

People naturally buy attractively displayed goods. Every available spot should be utilized without crowding.

* * *

The Summer Goods window dressing competition is going to be a lively one. Get your photograph in early.

* * *

It is repulsive to think of hogs being fed on garbage. Yet this is the suggestion of a municipal official. What next!

* * *

Dry weather has done great injury to crops in many parts of Ontario. The Eastern Ontario pea crops have suffered much.

* * *

Now that the rotten egg is becoming obsolete as a mode of attack, one wonders why so many of them are still allowed to collect.

* * *

Some manufacturers have used sand to adulterate pepper. The color and size were there allright, but with an overabundance of grit.

* * *

The parched pastures in many parts of the country have been greatly helped by the recent rains. This will help the butter production.

* * *

Every week from five to seven thousand people enter Winnipeg—the gateway of the West—hunting for new homes. That is one good reason for the optimism of Western men.

* * *

It does not take the labor union long to see that a politician or a newspaper takes back an adverse rash statement. Why should not the retailers' association be in the same situation?

Grocery Stores Closed for Fun at the Falls

Enormous Crowds Leave Hamilton, Toronto and Brantford to Answer the Call of the Cataract—A Big Army on the Grounds—Thrilling Ball Game Captured By the Hamiltonians—Sidelights on Some of the Humorous Incidents.

Special Staff Correspondence.

Niagara Falls, Ont., July 23.—Forgetful of their cares and worries—past, present or to come—members of the Retail Grocers' Associations of Hamilton, Brantford, and Toronto came here on Wednesday last with a great retinue. It was the occasion of their annual picnic. The gigantic cataract was in its most picturesque mood for the reception of the throng and smiled benevolently on the 15,000 or more good folk who peopled Victoria Park during the day.

Over in Hamilton "Grocers' Picnic" has become a bye-word among the population. From the crowd sent by the Ambitious City alone, one could quite easily believe that children there are taught to lisp those words among their earliest adventures in the realms of oratory. Eight thousand persons, the officials claim, deserted Hamilton and basked themselves in the spray of the Falls upon that day. Toronto, too, had a goodly crowd, with probably 1,500 souls, while Brantford grocers calculated that pretty close to a thousand of their followers were on hand. In addition to that other picnics swelled the crowd a few thousand more.

There Were Many Features.

But they say statistics are not always interesting and often exaggerated; so let us turn to the actual occurrences of the day—its pleasures and profits. Among the outstanding features were the ball game between Brantford and Hamilton in the morning; the dinner of the faithful; the competitive events and the judging thereof; the "side shows" and the farewells. Presidents Ed. Hazell, of Hamilton; D. W. Clark, of Toronto; and Jno. Kew, of Brantford, may well feel elated, and still remain modest, over the success of the joint event. The Toronto contingent arrived at the Falls before eleven, and were greeted with acclaim from the joint committee of Hamilton and Brantford men located in a cupola of the Victoria Park house, overlooking the Horseshoe Falls. This was the ideal "committee" room and the place where the officials of the various associations fraternized during the day. In fact, no matter how high the fun ran out on the grounds, if one sneaked into the committee room during the day he was sure to find an occupant or two of the soft-seated chairs.

Above cut is from the Hamilton programme. Looks as if he meant business.

'Twas a Famous Victory.

A word about the ball game! This was a pitched battle between two picked teams from the Brantford and Hamilton trade, respectively. The final score stood: Hamilton, 8; Brantford, 7.

History again repeated itself. It was that old, old story of giving away a won game. Brantford seemed an easy winners up to the eighth inning, with the long end of a 6 to 2 score, but in a few moments of weakness permitted the erstwhile trailers to tally four and sew up the game. Then followed a battle royal. Neither could dent the home pan in the ninth, and the game ran into extra innings. Brantford got one in the tenth, but the Hamiltonians went them one better, and the game was lost and won.

Jack Knox watched the newspaper that was called first base in big league style. He got his share of the base knocks, runs, cigars and glory, but in the face of that he was heard to remark that "anyone who played ball at a picnic on a hot day was a fool." This remark—on second thought—was made when Brantford led in the race for the pennant. J. M. Semmens pastured around third base for the winners, and, apart from grass-staining his "white ducks" in chasing for the elusive ones, had nothing to complain of. Contrary to general expectations, the heavy hitter of the Brants was undoubtedly Hammar. Seldom it is that one runs across a Bell who is a sexton, a Harp who is a musician, a Carpenter a carpenter, a Mellen a melon, a Miller who grinds grain, a Thorne who is anything but a rose, or a Church that is orthodox; but here was a Hammar that could hit.

The phalanxes in full of the opposing contestants were as follows:—

BRANTFORD.—Herb Maxwell, c.; N. Welsh, p.; M. Marton, 1b.; Reg. Welsh, 2b.; Thos. Hammar, 3b.; Bert Smiley, s.s.; Fred Biggs, c.f.; Geo. Adams, l.f.; Harry Hagey, r.f.

HAMILTON.—A. Hobson, c.; W. Smith, l.f.; N. Blowie, s.s.; M. Semmens, 3b.; Jack Knox, 1b.; J. L. Brown, c.f.; E. Henderson, r.f.; Art Lavis, 2b.; F. Blowie, p.

Liners.—This was indoor ball. Jno. Kew was scorer. No one was actually injured, but one or two were toppled over by the force of the ball. Errors were somewhat numerous, the chief of which was the inability of the outfield to gauge distances of the fly balls—errors in judgment.

About the Banquet Board.

A word or two will suffice for the dinner. Some were inclined to think that the waiters thought so too. Be that as it may, the bill of fare looked healthy enough, and it was just a matter of time in the serving of same.

Those members of the committees of the various associations present left with the firm conviction that service is a strong factor in the holding of trade and in the creation of that reputation that brings back the customer.

Babies Cause Inconvenience.

In the midst of the luncheon came the cry from the babies that they were prepared to be judged. It has been ever thus. If there is one thing more than another that has taken people from their downy couches, their dinner tables or from other pleasures, it is the cry of the coming generation. David Clark and Neil Carmichael, the judges, lost their dessert in this instance, and probably other good things—to accommodate the babies. In fact, it broke up the dinner party. If "Dad" Mellen had not brought a fancy biscuit lunch with him it might have gone seriously with those who had work to do during the afternoon. As usual, however, Mr. Mellen saved the situation so far as all but Wm. Smye was concerned.

At another table, however, some did

1—Vanquishers, Hamilton ball team. 2—Waiting for lunch—group of Hamilton, Brantford and Toronto officials. How many do you know? 3—Three of a kind. Presidents Hazell, Kew and Clark. 4—Judging on the grand stand—D. W. Clark, J. A. McIntosh, and Neil Carmichael. 5—Group of spectators watching the running contests. 6—First aid to the injured—W. C. Miller fanning a woman who has fainted. 7—During the ball game—Jack Knox at bat. 8—Eyes front—Brantford ball players after the strenuous game.

not fare so well. The fatted calf, it was said, had to be killed for Sam McGiffin, who insisted on veal. That meant a long delay and a serious handicap in regard to witnessing the baby show.

In the majority of shows of this character the judges have usually to make a rapid exit from the grand stand the moment the decisions are made. Every woman seems to think she has the only offspring on earth. But with Grocers' passing judgment—men who are accustomed to smoothing out ruffled tempers—it becomes a different situation. "You can't beat a man at his own game," is an old adage, true in the past and present, and good for posterity.

The judges continued judging, and there next appeared on the scene, in grim contrast to the little folk, human beings at the eventide of life, who must sooner or later "shuffle off this mortal coil."

Good Samaritans.

So far as the events on the green were concerned there was just one little accident. A woman fainted. It was at the conclusion of a backward running race and it is supposed she fell over one of the grocers at the line and struck her head on the ground. As will be seen in the accompanying camera study of the picnic, "Billy" Miller rendered first aid by fanning her with his panama hat. In the picture he is anxiously looking for the water pail from the Red Cross tent. The next picture aimed to show another good Samaritan, Mr. Clark, in the act of assisting the again conscious woman from the grounds, but Wm. Smye or Jno. Forth or some other individual of above the normal stature stepped in front of the camera leaving the negative, like a shadow after twilight.

Gracefulness in Vaulting.

The pole vaulters had one big difficulty to overcome. Their accompaniment—the pole—was what might be termed a young tree with a river-man's spike in the end of it. It was enough in the majority of cases to carry it to the rope without considering elevating one'sself against the force of gravity. Probably the most graceful vaulter was J. M. Semmens. On one occasion he raised himself some six feet from the earth and like a professional pole climber slid perpendicularly down the tree again. From the standpoint of A. Coulbeck, however, the vaulting item lasted too long. He was commissioned to hold up one end of the string. This was a taller man's job—Jack Knox for instance.

A Premature "Arrest."

One little untoward incident occurred to mar to some extent the fat men's race. Just as the line-up was completed, W. Smye was taken from it by the Park policeman assisted by a plain-clothes man. Exactly what the trouble was no one could make out—probably professionalism—but anyway the race proceeded without Mr. Smye. T. Wren of Hamilton was the winner. In rapid succession followed Jno. Forth, of Hamilton, D. W. Clark, Toronto, and O. W. Robbins of Hamilton.

Another important, if unofficial, race scheduled was that between Mr. Fitzpatrick of Lambton Mills and Mr. Raymond, a soap traveler. But here again was further trouble. It was another hunt of Evangeline and Gabriel. Mr. Fitzpatrick traversed the picnic grounds for hours but of no avail. The soap man was to have given his competitor one foot handicap for every pound heavier. Mr. Fitzpatrick weighed, so here was an interesting event that went by the boards.

It was somewhat difficult to find buffers to take charge of the winners in the fat woman's race; but eventually W. C. Miller and David Clark were pressed into service. This was another interesting finish. No. 4 did not finish and the aforementioned judges separately and secretly decided to waylay the winner. Whom do you think made the capture?

A Feminine Ball Tosser.

Jack Knox looked with envious eyes on the winner of the women's ball throwing contest. Had it not been for the fact that the game was over with Brantford, she would undoubtedly have been signed up as an outfielder. "It was some throw" as the street boy would be prone to observe.

Ed. Hazell was lost on the grounds once and when located he was taking in, along with "Bay" Hill, a tea man sending up fancy balloons.

Some youth, intently watching the balloon soaring high up towards the Falls, asked "Dad" Mellen what kind of tea it was.

"It must be Hy-son," was the obvious reply.

In addition to the regular races there were soap races and tea races in which the women folk took a prominent part. Without doubt the soap picked up in the former was sorely needed on wash-day as there was considerable lingerie, hosiery, etc., etc., badly scarred during the day.

The picnic was the 24th annual for Hamilton grocers, the 16th for Toronto, and the 12th for Brantford.

Hamilton as usual gave free refreshments to picnickers. To show the magnitude of the event it is only necessary to say that some 100 gallons of milk, 50 of lemonade, 300 lbs. of tea and coffee, and 300 lbs. of sugar were consumed. A hundred cars were necessary to bring down the crowd. Hamilton was surely "the deserted village" on picnic day. The officers in charge of the picnic were:—J. Knox, chairman; J. Kirkpatrick, chairman of the transportation; W. Smye, chairman of printing; H. Taylor, chairman of music; A. G. Bain, chairman of refreshments; J. M. Semmens, chairman of games.

The executive of the Toronto Retail Grocers' Association was in charge of their end of the picnic.

The various return trips were made without serious mishap terminating an all-round enjoyable and happy time.

"SPRAYS FROM THE FALLS."

The Highland pipers loomed large in J. A. McIntosh's eye.

A. E. Ford performed the arduous duties of announcer.

President Ed. Hazell, of Hamilton, wore his happiest smile.

From a millinery standpoint, one would say that "Dave" Clark is the keenest observer.

It takes "Dad" Mellen to point the moral; but please allow "Bay" Hill to adorn the tale.

John Curtis, the soap traveler, was fortunate in that his race was late in starting. He had a comfortable seat all afternoon on a soap box.

Arthur Coulbeck believes in giving correct statistics. He audited carefully Jno Forth's figures to the press on the refreshment disbursements.

The finish of the fat man's race was too rapid for the camera. A moving picture machine would have been much better.

Toronto grocers and followers went over on two boats. Fred Thorne. "Dick" Matthews and "Bob" Davies piloted the second contingent.

The Toronto excursionists on the way over whiled away the time counting biscuits in a jar and trying to make a piece of tin go both ways at once.

A new coat if not a new suit will be among the new purchases of Harry Garland, a soap traveller—a smoke, a smouldering pipe, a pocket, a blaze and a hole.

The 13th Royal Band of Hamilton held forth on the grand stand when the babies were removed. Otherwise the opposition might not have been harmonious to the spectators.

Canadian Grocer hoped to be able to show among the photographs, R. Matthews, R. Davies and W. C. Miller enjoying their afternoon cigars. But the fates decreed otherwise. Mr. Davies' hat moved.

Everyone wanted to see the ball game between the Hamilton and Toronto trade. Somehow or other, it didn't get going, but it is hoped the pleasure for the spectators—has merely been deferred.

NEW COLLECTING SYSTEM.

R. M. A. Have Completed Work And Are Sending Out Forms.

The Retail Merchants' Association have just completed their Collection and Credit Reporting system for the benefit of their members.

Herewith is reproduced a sample of the form being sent out to members. This, it will be seen, is divided into two sections by a perforation so that they can easily be separated.

The bottom portion is torn off, the date filled in with a statement of the amount owed the merchant, is signed by him and sent out to the delinquent.

The top part is held by the merchant but must be returned, as stated, to the head office within a month from a date which is marked on the corner of each as it is mailed to members. Before being returned the information called for by the blank lines is required to be filled in for the Association's use.

It will be noted in the letter that the delinquent is called upon to pay the debt within fifteen days from the date. Otherwise the name will be passed along to the head office of the Association.

Second Letter From Association.

When this is done the latter sends another letter to the delinquent. This is on blue (summons) paper gotten out particularly for the Credit Reporting Department. This letter reads as follows:—

Dear Sir,—

John Jones, grocer, member of our Association, has forwarded to us a letter, stating that you are justly indebted to him, in the sum of $——, and after repeated requests for the same, you have failed to make a settlement—either in part or in full. We now beg to notify you that unless you make a satisfactory settlement with our member, within fifteen days from the above date, and notify us in writing within five days from the date that you make the settlement with them, we will, without further notice to you, place your name on our DELINQUENT DEBTORS' BOOK—which gives the names of all those who do not pay—and which goes into the hands of every member of our Association in Canada, which is formed for mutual protection, and which is comprised of all classes of retail merchants.

We dislike to believe that you purchased the goods with the intention of not settling for them, and we trust that you will make an effort to avoid being reported; but if you make no attempt to comply with this notice, we have no other alternative but to report you, and place your name on our Delinquent Debtors' List.

IMPORTANT These Letter-Forms are the property of **The Retail Merchants Association of Canada**, and they are loaned to the members for their exclusive use only. Anyone allowing them to be used by anyone else will have their privileges in the Association cancelled without further notice. They must be used by the members **within Thirty Days** from the date thereon, and whether you use these Letter-Forms or not, or only one or two of them, the entire stub and the unused letters must be returned to the Head Office of the Association, 21 Richmond Street West, Toronto, at the expiration of thirty days from the date thereon. No letter must be detached, or sent out, unless the stub is filled in.

The Retail Merchants Association of Canada

Incorporated by Special Act of the Dominion Parliament

Local and Long Distance Phone—MAIN 2316 — 21 RICHMOND ST. WEST, TORONTO

CREDIT REPORTING DEPARTMENT

$ 191

Date sent out to Debtor

Debtor's Name
Give correct initials if possible.

Occupation .....

Address (City or Town) ..... **Province** .....

If a Settlement has been made after this Letter-Form was sent out, state when and how .....

191

Put here date that you return this to Head Office.

Member's Name .....

Business .....

Address (City or Town) ..... **Province** .....

The Authority to use this Letter Certifies that we are Members of

The Retail Merchants Association of Canada

Incorporated by Special Act of the Dominion Parliament

All Retail Merchants United under One Association, to protect the Commercial Interests of Every Section of the Retail Trade

EXECUTIVE OFFICES AND BOARD ROOM

21 RICHMOND ST. WEST, TORONTO, CANADA

Local and Long Distance Telephone—Main 2816

Sample Only

191

Amount of Acct. $

Dear

The Retail Merchants Association of Canada, of which we are members, and which includes among its membership nearly all the Retail Merchants of the Cities, Towns and Villages of Canada, and which is formed for the purpose of mutual protection, have requested us, as members of the Association, to forward to the Head Office a list of any of our customers who have not paid their accounts, and who have allowed them to remain unpaid after having been requested to pay the same. These names must be submitted by us within fifteen days from the above date.

Your name appears on our books as owing us the above sum, which is past due; but before we send in your name we desire to give you an opportunity to settle this account with us, or arrange for it in a satisfactory manner.

We hope that you will see the imperative necessity of attending to this within fifteen days from the above date, so that we will not be compelled to include your name, as you can understand that this will be the only course open to us.

Trusting that you will give this matter your immediate attention, we remain, Yours truly,

.....

Member of THE RETAIL MERCHANTS ASSOCIATION OF CANADA

Harold F. Ritchie & Co., Ltd., Installed in their Handsome New Building on McCaul St.

The Tale of a "Gripman's" Grip on Canada's Business. How Perseverance, Pluck and Square Dealing Built up an Enormous Business From a Traveler's Grip.

Another successful business run on conservative but sound business methods has come before the writer's notice.

As a preface to what we have to say about what looks like one of the real live business propositions in Canada to-day, we will outline a transformation that has taken place in McCaul Street, Toronto, and all has happened in the last year.

McCaul Street.

To those who knew McCaul Street five years ago it was known merely as a residential street; its possibilities as a business street were overlooked and absolutely neglected by men who considered themselves wise ones in the real estate business. Business men were afraid of its surroundings, they fought shy of it until property values in the older districts drove them out, and McCaul Street, the new business thoroughfare of Toronto, although only four blocks from the City Hall, running from Queen Street to College, has caused more comment in the last year than any business street in Toronto. To-day McCaul Street is a real business street. Already it has several magnificent business houses, offices and warehouses, and the rapid growth has forced property values to treble themselves all in a few months.

The Ritchie Building.

The building that attracts attention and that is the outstanding feature of the structures placed on McCaul Street during the last year is the building constructed and owned by the firm of Harold F. Ritchie & Co., Ltd., and situated Nos. 10-12-14, just a step north of Queen. This building is not a large one by any means, and by no means a small one. It has a frontage of 66 ft. and a depth of 80 ft., and was designed for the owners by Mr. Charles M. Willmot, one of Toronto's young and prominent architects. The building is constructed of buff pressed brick with cut stone trim, and the building immediately gives the public an idea that there is a firm doing business here that amounts to more than the average business house of to-day. The interior of the building impresses one, and when the caller walks in the door he immediately comes to the conclusion that the exterior of the building only represents a small part of the amount of thought that was given to the details in general. The entrance is large and finished in quartered oak. The large massive doors and the beautiful Yale hardware is only the beginning of what represents absolutely the finest structure of its kind in Canada. The wide windows decorated with tan colored shades and linen curtains, and the interior which has been arranged and decorated, show that some person was behind the scheme with artistic taste and skill. They are fitted with oak fixtures and beautiful long silent salesmen cases finished in natural light oak. These were manufactured to suit their particular use for the firm by Messrs. Kent-McClain, Ltd. The electric fixtures which were specially made by the Tungstolier Co. of Canada, Ltd., are of the semi-direct lighting type and are the very latest money could procure.

The General Offices.

The general offices are absolutely the last word in comfort and equipment, so that the greatest amount of work can be gotten out with the least amount of effort. There is nothing in up-to-date office appliances that this firm has not installed, which is bound to convince the caller that the employees are considered as well as the principals.

The style of the general office furniture is large, heavy, natural oak desks, manufactured specially for the firm by the Library Bureau of Canada and are finished in natural oak the same as the sample room fixtures so that everything is in harmony, and a color scheme is carried out throughout the entire sample room and offices. Under these desks are placed suitable Persian rugs that add a great deal of tone to these offices and an extra touch is given by the presence of large ferns.

Behind these offices and sample rooms is one of the most up-to-date shipping rooms to be found. Everything that facilitates the handling of goods in an easy manner is to be found here, and below this is a basement with eleven foot ceiling where numerous car loads of goods can be stored as well as being shipped without bringing them into the shipping room, which naturally shows that this part of the building was designed with considerable thought.

The President's Office.

This office is absolutely the finest possible to produce, and certainly shows that the designer possesses marked ability. As you enter you see a large low roll top mahogany desk and an oval mahogany table specially constructed, and a beautiful mahogany bookcase and large easy chairs. The walls are decorated with a brown leather material, and around the walls are some handsome ornaments, especially on the mantel over the fireplace, and the Turkish rug on the floor shows that trouble was taken in securing one that would carry out the whole color scheme so that everything would harmonize. The visitor cannot help but be impressed and he must realize that it is here in this office that business deals are put through, and anyone can readily see that the man behind, or in others words, that the man who occupies this office, is the man that dictates the policy the business pursues. It is useless for us to undertake to describe the arrangements of this room. We cannot picture for you the coloring, nor we cannot picture for you anything more, but we strongly recommend that you see this office and meet the members of the firm, and we are very sure that if you once call you will surely call again.

Handsome and commodious new quarters of Harold F. Ritchie & Co., Ltd., Nos. 10-12-14 McCaul St., Toronto.

The History of the Firm.

As far as the writer of this article can learn, the history of this firm is somewhat unique, and goes to show that there are men in Canada who started in a very small way that are now bound to be considered among Canada's successful men. Mr. Ritchie, the president, is a native of Little Current, Manitoulin Island. Mr. Ritchie came to Toronto with the idea of taking up a profession, but met an old friend, Mr. Wingrave, who was the owner of the Capstan Manufacturing Company, formerly of Collingwood, but then doing business at 50 Jarvis Street, Toronto, and as they had lost their northern salesman, Mr. Ritchie entered into the employ of this firm as salesman and for three years represented them on the territory from Toronto to Winnipeg. He severed his connection with this firm in 1904 and started in the brokerage business. The first lines he carried were the products of the Imperial Extract Co., manufacturers of Shirriff's famous food products. He also had Stewart's confectionery and two or three other lines. Although this business was really founded on three lines, the firm now represents 34 of the best known lines sold on the Canadian market. Some of these lines have a world wide reputation and the firm have seven travelers covering Canada from coast to coast. Last year this firm was incorporated into a limited liability company under the style of Harold F. Ritchie & Co., Ltd. Mr. S. G. Amsden, of Detroit, Mich., who for some years had been associated with Mr. Ritchie in the capacity of salesman, was taken into partnership as assistant to the president. Mr. W. J. Millsap, who for 20 years was connected with Lyman Bros., of Toronto, and possibly one of the best known drug salesmen in Canada, was taken into partnership as manager of the drug department of this firm, and Mr. Geo. W. Thorpe, of Bradford, England, who had formerly been associated with Mr. Ritchie, in the capacity of accountant, was taken into partnership and now fills the position of secretary-treasurer. At that time their offices were located at 32 Church Street, in the old Queen City Chambers, and on May 30th of this year they moved to their handsome new quarters at 10-12-14 McCaul Street. A few of the lines that this firm represent, control and market for their principals are:

Alghieri Chef Co., Boston, delicatessen specialties.

S. Allen, Ltd., Norwich. Allen's cider and vinegar.

J. C. Eno, Ltd., London, Eng. Enos' Fruit Salt.

Saml. Hanson & Sons, London, Eng. The largest grocers and fruit house in the world.

Imperial Extract Co., Toronto. Shirriff's Pure Food Products.

Geo. S. McConkey, Toronto. Confectionery.

Moos & Co., New York, Bordeaux and Paris. Olive Oil.

Lamanna, Azema & Farnan, New York and Bordeaux French Groceries.

Connors Bros., Black's Harbor, N. B. Canned Fish.

Crown Perfumery Co., London, Eng., and Paris.

Hy. Marks & Sons. London, Eng., International Sponge Importers

Bidwell, Bidwell & Co., Axminster, Eng. Toilet Brushes.

Cosmelli & Co., London, Eng. Spanish and Mediterranean Products.

Gay-Ola Co., Memphis, Tenn. Gay-Ola Summer Drinks.

McCaw, Stephenson & Orr, Belfast, Ireland. Seccotine.

Meggeson & Co., Ltd., London, Eng. The World's most famous and celebrated Pastille and high grade druggists confectionery.

Odol Chemical Works, London, Eng. Odol Dentifrice.

Miller, Bryant & Pierce, Aurora, Illinois. Carbon Papers, etc.

Wm. Potter & Sons, London. Advertising specialties.

Besides these there are several other important lines that this firm give representation, and at the beginning of the year they added a wool and yarn department. This is in charge of Mr. Matthew Rushforth, of Bradford, England, a man that knows the wool business as few do, and the success of this department has been nothing short of marvellous.

Mail Order Department.

The Mail Order Department of this firm is a big feature. Any person applying to Harold F. Ritchie & Co., Ltd., for quotations or advice regarding shipments are sure to get quick action, and although they have seven representatives, and each one of these are salesmen, not order takers, covering the territory from coast to coast, they are only too pleased to have their customers use the long distance phone or the telegraph wires at their expense. The speedy manner in which the Mail Order Department has developed, is the very best recommendation that any firm could have as it is bound to show that square dealing has been their policy.

Moreover, whether you are a customer or not, when you are in Toronto, we strongly recommend that you call on Harold F. Ritchie & Co., Ltd., and see the most up-to-date show rooms in the Dominion of Canada, and accept their invitation to make their place your headquarters while in Toronto.

London Grocers' Picnic in Detroit Again

Ideal Weather Had Been Ordered for Occasion and Great Day Was Spent—Fun in the Baggage Coach Ahead—City Travelers in Attendance—The Committee in Charge.

London, July 21.—(Special)—Wednesday the 16th day of July was made to order for the grocers' excursion to Detroit. The sun shone brightly, with a delightful breeze, that was passed upon by the Board of Censors, and made it worth while being at the Grand Trunk depot at 7.30 a.m. to see the grocers' wives and daughters, the clerks and their lady friends with their beautiful white dresses and summer millinery, and the boys and their fathers smiling upon everything. It made even the old bachelors feel happy that they were among such a happy throng.

Fourteen vestibule coaches containing eleven hundred people, "the largest crowd the grocers ever carried," left the G.T.R. depot at 8.00 a.m. for the City of the Straits. The train had not gone many miles before the energetic committee started in to pass oranges, bananas, sandwiches, boxes of fancy biscuits, candy and soft drinks to every person on board.

That Baggage Car.

It is hardly necessary to mention that the baggage car ahead was filled with good things for the men. Gordon Drake and Alf. Cave were behind the counter handing out the cigars, filling the olive dishes and various other things. They were even kept so busy they didn't have time to make change.

The quartette consisting of H. P. Rosser, E. J. Ryan, Chas. Mountjoy and Aubrey Baker sang so well that every little while Tom Shaw or Harry Ranahan would give the members something to drown it. The natural result was more singing and everybody joined in the chorus. Cyril Hayes, a former secretary of the Association and Dick Donaghy, for many years on the executive, were along and gave the committee a helping hand. Market Clerk, Chas. Maker, was door-keeper as usual. He gave the boys good assistance.

The Day in Detroit.

Arriving at Detroit at 11.15 a.m. the crowd scattered, some taking the boats for Belle Isle Park; others taking automobiles around the city while many visited friends. In the afternoon the ladies could be seen strolling through the big stores, while the men were at the Windsor running races or the Detroit Baseball Park. The Boston Red Sox, champions of the world, beat the Detroit Tigers 7 to 3. Ty. Cobb did not play as he was under suspension, but High who took his place in centre field, played a great game pulling down a long hit from Speaker's bat that looked good for a home run, besides having three hits.

Tom Ranahan, Art Connor and Dan Carter are great rooters; they got Collins of Boston up in the air and Bedient replaced him.

John Diprose, ex-president of the association was along with the boys. He thought the score board would be a good spot to advertise tea. Adam Palmer was wishing he had his car along to do up the miles and miles of boulevard, but it did not take Tom Shaw and Gordon Drake long to get theirs. Unfortunately, however, Gordon had a break down at Belle Isle but he had an expert on the job. Geo. Ellis and A. J. McFarlane visited all the best grocery stores and J. W. Eedy and Jim McKenzie went up on top of the Dime Savings Bank, to see what it felt like to be 32 storeys in the air. "No air ships for theirs." Billy Mullins went over early to take in some of the shows.

Travellers on Hand.

The city travellers were all there and so was Bill Gorman, but he would just as soon see Canadian league baseball now.

The committee who deserve credit for the most successful outing the grocers have had yet, are: president Harry Ranahan; treasurer Thos. Shaw; secretary Jas. McKenzie; A. J. McFarlane, Adam Palmer, Gordon Drake, Geo. Ellis, Alf. Cave, J. W. Eedy, W. V. Charlton.

The committee arranged for street cars to meet the excursion train on its return at midnight and take the tired but happy throng to their homes. It was truly a welcome sight to see those cars.

A First Annual Picnic Attracts Big Crowd

Peterboro R. M. A. Outing Takes City Record for Attendance—Event was Splendid Success Financially as Well as Socially.

Peterboro, Ont., July 23.—(Special). —The first outing of the local Retail Merchants' Association proved a splendid success. The picnic grounds a few miles down the Otonabee river attracted a large crowd of admirers of the merchants and with events as variegated as the acts in a vaudeville, a most happy and healthy day was spent.

President of the Association Thos. Barrie had arranged the magic button to be pressed and the Mayor of the city, figuratively speaking, pressed it and opened up the flood gates.

Foot and boat races, dancing, baseball together with the consumption of ice cream cones were the chief orders of the day. The merchants certainly "delivered the goods" all right without the help of any mail order houses.

This picnic is destined to be the first of an annual series and judging from the success attained in this one, the future looks bright.

Some of the Contests.

The Lady Clerks' Race resulted as follows:—Myrtle Penrose, Elsie Parks, Lily Thompson.

Delivery Men's Race.—Geo. Buller, R. Spiers.

Merchants' Race.—Chas. Thorpe, E. N. McWilliams.

Oldest Merchant on Grounds.—F. Hamilton.

The ball game was between a team representing the dry goods men and one for the combined stores, the latter winning by 8 to 4.

Jas. Connal and J. J. Thompson had charge of the aquatic sports; N. Routley and N. McWilliams were judges in the foot races; A. Gordon and M. Hickey were announcers and starters.

The members of the Transportation Committee were W. J. Oke, Jos. Maher and D. K. Kerneghan.

The ice cream booth was in the hands of W. Merrill and J. T. Braund, and the refreshment booth, was under the supervision of W. J. Kirk, assisted by R. C. Braund, E. Oliver, W. J. Byers, A. Jackson, N. Routley, J. J. Cox, W. Routley.

The Executive Officers of the Association are President, Thos. Barrie; 1st Vice-President, R. C. Braund; 2nd Vice-President, Harry Morgan; Treasurer J. H. Connal; Secretary, N. C. Cameron.

Secretary N. Cameron will be pleased to send programmes to secretaries of other Associations interested in a picnic.

* * *

Editorial Note.—There should be more picnics of this character. Merchants who have never held one do not appreciate its value. It brings together competitors in the trade and drives away prejudice and ill-feeling; it brings together the customer and merchant and elevates them onto more friendly grounds. The picnic of Peterboro merchants, it is said, has netted the Association several hundred dollars as the crowd was somewhere around 4,000 people.

Association News

A branch of the Retail Merchants' Association was recently formed in Campbellford, Ont., with the following officers:—President, W. J. Armstrong, general merchant; 1st vice-president, J. A. Anderson, general merchant; 2nd vice-president, G. W. Thomas, grocer; treasurer, W. S. Russell, flour and feed; secretary, G. A. Smith, grocer.

* * *

Recently branches of the Retail Merchants' Association have been formed in St. Catharines, Welland, Cobalt, Haileybury and New Liskeard. The officers respectively are:—

St. Catharines—President, J. T. Petrie, department store; 1st vice-president, E. Poole, photographer; 2nd vice-president, S. Inksater, dry goods; treasurer, Ed. Potter, druggist; secretary, E. A. Adams, bookseller and stationer. The association starts off with a membership of about 75.

Welland—President, F. N. McConnell, dry goods dealer; 1st vice-president, Blake L. Booth, hardware dealer; 2nd vice-president, A. Many, general merchant; treasurer, W. T. Britton, grocer, etc.; secretary, G. T. Wright, baker and confectioner. D. Ross was elected hon. president.

Cobalt—President, J. Pipe, general merchant; 1st vice-president, D. R. O'Gorman, men's wear; 2nd vice-president, R. E. Davis (Davis & Dunn), general merchants; treasurer, P. Morin, grocer; secretary, J. E. Proulx (Proulx Bros.), butchers.

Haileybury—President, A. J. Carson, grocer; 1st vice-president, N. B. Strong, druggist; 2nd vice-president, W. A. Ferguson, hardware dealer; treasurer, S. Norfolk, hardware dealer; secretary, Bell & Rochester Hardware Co.

New Liskeard—President, S. Greenwood, grocer; 1st vice-president, Binkley & Co., general merchants; 2nd vice-president, Grills & Co., general merchants; treasurer, W. J. Elliott, dry goods dealer; secretary, F. Reasman, general dealer.

Quite a number of complaints have been received from the merchants in the last three places of wholesale houses going into their districts and selling to mining camps, boarding houses, etc., and ignoring the rights of the retail merchants. A request has been made to the Provincial Board to take the matter up at their next meeting.

WHOLESALE GROCERS' GUILD IN CONVENTION IN QUEBEC CITY

Sitting, left to right: Jos. Ethier, R. R. Wilson, R. J. Carson, W. G. Craig, Jno. Dillon, Arch. Miller (past president), Z. Hebert (president), W. C. Cross, P. Z. Bazin, A. Chaput, Hugh Blain, H. C. Beckett.
Standing, left to right: S. C. Burton, A. E. McLean, J. B. Letellier, A. Desroches, G. R. Lloyd, J. Stanley Cook (secretary), E. E. B. Rattray, O. S. Johnston (Canadian Grocer), J. A. Beaudry (R.M.A.), L. A. Langlois, R. L. Innes, W. Turnbull, Jos. Winsfield, V. Garant.

Current News of the Week

Quebec and Maritime Provinces.

Edward Upton, grocer, Montreal, sustained a fire loss recently.

J. G. Reid, general merchant, Bristol, Que., is succeeded by J. A. Little.

A partnership has been registered between B. Watson and Geo. B. True grocers, Woodstock, N.B.

Jas. Patton, sales manager of the Canadian Cereal and Flour Mills Co., Ltd., was in Montreal early this week.

Chas. Chaput, president of the firm of Chaput, Fils et Cie, with his wife, has gone on a five weeks' holiday to Old Orchard Beach, Maine.

B. Trudel, manager of the tea and coffee department of Chaput, Fils et Cie, Montreal, P.Q., is enjoying a two weeks' holiday around Saint Tit.

J. A. Nadeau, Forbes & Nadeau, Montreal, was the guest of the Proctor Gamble Co. at the convention of their Eastern salesmen, held at Hotel Astor, New York.

C. W. King, formerly of Bell, King & MacLaren, Montreal, P.Q., but lately a fruit commission agent in the same city, met death by drowning last Sunday at Hudson, P.Q.

A. W. Hugman, of the A. W. Hugman Co., Ltd., manufacturers of grocery sundries, Montreal, P.Q., left Wednesday on a two weeks' business trip down through the Lower St. Lawrence district.

Geo. W. Chase, tea broker, of Buffalo, N.Y., and agent for Furuya, Nishimura, Montreal, P.Q., was in Montreal this week for a couple of days. Travelling with his wife, he intends visiting Quebec City and the Thousand Islands before returning to Buffalo.

Armand Chaput, general manager of Chaput, Fils & Cie, Montreal, P.Q., found it necessary to go to Ottawa on Wednesday, and thus was deprived of the pleasure of attending the Grocers' picnic at St. Scholastique—the first one he has missed for a number of years.

The first five and a half months of Goodwin's, Limited, department store, Montreal, Que., have shown big increases in business in every department of the store. Sales for the past six months are greatly ahead of those for the same period last year and amount to nearly $2,000,000 compared with around $1,500,000 a year ago. This is the small trading half of the year, the greater bulk of the business being done in the last six months. Present prospects are that earnings will register large increase over last year. It is expected that sales will be around $5,000,000 for the twelve months, against $4,000,000 for the preceding twelve.

Ontario.

L. A. Batty, grocer, Toronto, has sold to T. H. Clee.

M. W. Plunkett & Co., grocers, Orillia, Ont., have sold to J. F. Lawson.

J. & D. Ferguson has taken over the grocery business at 19 Danforth Avenue, Toronto, carried on for a number of years by Richard Van Loan.

A. E. Scott, who has for some years conducted a grocery business on First Street, Collingwood, Ont., has taken into partnership James R. Brown.

E. C. Matthews, grocer, on Parliament Street, Toronto, and president of the R. M. A., of Ontario, attended the Peterboro merchants' picnic last Thursday.

Harry Fennell, Brantford, Ont., who has been in the employ of J. Lewis, grocer, for the past three years, has bought out the grocery business at 104 Erie Avenue, and has taken possession of same.

The Drummers Snack Club outing takes place this week at Georgetown, Ont. The Drummers leave this afternoon (Friday) for the scene of their 1913 triumphs, and return to-morrow (Saturday)—a night and a day of continuous fun. A full report of the proceedings, with a few extras, will appear in next week's issue.

Western Canada.

W. H. Bell, grocer, Regina, Sask., has sold his business.

E. D. Smith, of Winona, Ont., spent several days in Winnipeg recently studying conditions of the trade.

S. C. Morris, formerly salesman for E. W. Gillett & Co., of Toronto, has been appointed manager of W. H. Escott Co., Ltd., wholesale grocery brokers' branch at Calgary, with office at 1347 First Street.

The retail merchants of Vancouver will hold a picnic on July 30 at Queen's Park, New Westminster, in conjunction with New Westminster, Chilliwack and Eburne. Victoria merchants have accepted an invitation to be present.

FINED FOR EXPOSING FRUIT.

Toronto, July 25.—A number of fruit dealers and some grocers have been fined here for exposing for sale outside their stores certain fruits contrary to a by-law. The law is that no fruits such as berries which are not peeled before using shall be exposed in front of stores. The Medical Health officer maintains that the dust and dirt from the streets settling upon the fruit renders it unhealthy to the consumer.

The Retail Grocers' Association here sometime ago intimated to the Health officer that such legislation would be in the interests of better health and store cleanliness. Retailers should remember this law and in future not run the risk of being fined.

Following items are from Canadian Grocer of July 28, 1893:—

"All peddlers of Victoria, B.C., will now have to pay a semi-annual licence of $20. Heretofore the licence has varied, peddlars of certain wares being charged less than peddlers of other goods."

* * *

"There was no obstacle in the way on the 19th instant when the retail grocers of Montreal held their annual picnic. The weather was as perfect as that which proverbially graces a Queen, and the site selected for the outing, Highgate Springs, an ideal pleasure ground; in fact, everything contributed to make the event as successful as any of the 13 pilgrimages of the association which preceeded it."

Editorial Note.—Montreal grocers still make their annual pilgrimages, their picnic day this year having been Wedesday last, July 23.

* * *

"The first Canadian peaches for the season arrived on the Toronto market Tuesday, July 25."

Editorial Note.—This year, the first arrived on Saturday last, July 19—six small baskets from the Niagara district.

Advance Estimates on Canned Goods Prices

General Opinion That All Vegetables Will be Lower and Fruits Generally, Except Strawberries—Quotations Out on Preserved Fruits — Growers Advance Price of Raisins—Decline in Lower Grade Coffees.

QUEBEC MARKETS.

POINTERS -

Sugar.—Demand heavy.

Coffee.—Easiness still in lower grades

Shelled Walnuts.—Move up 1 cent.

Canned Goods.—Further predictions as to prices.

Montreal, P.Q., July 22.—Business during past week has been rather on quiet side, but only seasonable dullness. Collections are fair. One salesman concisely put it, "I find lots of people willing to buy but not so many willing to pay." With heavy demand for sugar, however, trade keeps well up to average.

Cotton seed oil has this week jumped away up to $1.20 and $1.35 per Imperial gallon, and with it, compound lard has moved up. Fairbanks compound lard, as a result, shows an advance of 5 cents.

SUGAR.—Sugar situation keeps quite firm with heavy seasonable demand which will have effect of keeping prices steady if not putting them up. Though speculating during past week has been almost nil, still people have been buying in round lots anticipating demand. One local refinery is said to be already three days behind with its shipments.

New York holds firm on refined and on raws remains, refiners say, still at price below cost of production. This in local dealers' opinion, is about enough to make raws especially a good buy and should hold fairly good for refined.

European beet crop, though reported a bumper one, is not yet reaped, and as nothing definite will be known for month yet, many things may happen in that time.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	4 30
20 lb. bags	4 40
2 and 5 lb. cartons	4 60
Second grade, in 100 lb. bags	4 15
Extra Ground Sugars—	
Barrels	4 70
50 lb. boxes	4 90
25 lb. boxes	5 10
Powdered Sugars—	
Barrels	4 50
50 lb. boxes	4 70
20 lb. boxes	4 90
Paris Lumps -	
100 lb. boxes	5 05
50 lb. boxes	5 15
25 lb. boxes	5 35
Crystal Diamonds—	
Barrels	5 10
100 lb. boxes	5 25
50 lb. boxes	5 35
5 lb. cartons	6 20
Crystal Dominoes, cartons	7 00
Yellow Sugars—	
No. 3	4 35
No. 2	4 25
No. 1	3 95

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

MOLASSES.—Situation is practically without change and as season is well over no change is anticipated at present. Barbados shippers are all quite firm at 34½c ex wharf.

Reports from Barbados advise that stocks are now depleted. Grocers have stocked rather lightly in past so that later on demand may be heavy in which case grocers would have to pay increased price caused by storage, interest, and other charges. Should the demand be very heavy, however, there would even be possibility of advance all round. At present, market holds firm with fair hand to mouth buying.

	Fancy per gal.	Choice.
Puncheons	36	35
Barrels	39	38
Half Barrels	41	40

Barbadoes molasses	For Island of Montreal.		Combined Territories.	
	Fancy	Choice	Fancy	Choice
Puncheons	0 41	0 39	0 39	0 37
Barrels	0 44	0 42	0 42	0 40
Half barrels	0 46	0 44	0 44	0 42

Carload lots of 20 puncheons or its equivalent in barrels or half barrels to one buyer may be sold at "open prices." No discounts will be given.

Antigua	0 32	0 33
Corn syrups, bbls.	....	0 03¼
Corn syrups, half-barrels	....	0 03½
Corn syrups, quarter-barrels	....	0 03¾
Corn syrups, 38½-lb pails	....	1 75
Corn syrups, 25-lb. pails	....	1 25
Cases, 2-lb. tins, 2 doz. per case	....	2 40
Cases, 5-lb. tins, 1 doz. per case	....	2 75
Cases, 10-lb. tins, ½ doz. per case	....	2 65
Cases, 20-lb. tins, ¼ doz. per case	....	2 60
Pure maple syrup, in 8½ lb. tins		0 75
Pure maple syrup, in 15-gal. kegs, 8c per lb., or, per gallon		1 00
Pure maple sugar	0 10	0 11

DRIED FRUITS.—Dried fruit market is bare. Apples are scarce, large size prunes scarce and only package raisins in any great supply. Demand is active for peaches, apricots, and pears so that although heavy stocks were laid in, these have been well cleaned up.

Owing to splendid crop of Valencia raisins it is predicted that prices will go lower even yet, and that effect will also be felt in California fruits so that they too will have to come down. There is, however, some talk of raisin trust.

Malaga raisins, too, show promise of a good crop.

EVAPORATED FRUITS.	Per lb.	
Apples, 50 lb. boxes	0 08	0 11
Nectarines, choice	....	0 11
Peaches, choice	....	0 09¾
Pears, choice	....	0 12½
DRIED FRUITS.		
Candied Peels—		
Citron	....	0 17
Lemon	....	0 11
Orange	....	0 12
Currants—		
Amalias, loose	....	0 07
Amalias, 1 lb. pkgs.	0 07½	0 08½
Filiatras, fine, loose	0 06½	0 07
Dates—		
Dromedary, package stock, per pkg.	....	0 10
Fards, choicest	....	0 11
Hallowee, loose	....	0 05
Hallowee, 1-lb. pkgs.	....	0 06½
Figs—		
Finest, 6 crown, about 12 pounds	....	0 15
Same fruit, 5 and 4 crown, 1 and 2 cents less.		
Prunes—		
40 to 50, in 25-lb. boxes	....	0 13
50 to 60, in 25-lb. boxes	....	0 12
60 to 70, in 25-lb. boxes	....	0 11
70 to 80, in 25-lb. boxes	....	0 07½
80 to 90, in 25-lb. boxes	....	0 07
Raisins—		
Malaga table, box of 22 lbs., according to quality	2 50	5 25
Muscatels, loose, 3 crown, lb.	....	0 06½
Sultana, loose	....	0 10
Sultana, 1 lb. pkgs.	....	0 11
Valencias, old stock	....	0 04
Seeded, fancy	....	0 08½
Seeded, choice	....	0 08

Prices quoted on all lines of fruits liable to be shaded for quantities, according to the state of the market.

TEA.—Owing to brisk demand on home market for 2nd and 3rd crop leaf, market has strengthened up somewhat, which now brings price on these same grades to about last year's level. Quality and style continue excellent and owing to these features there has been greater demand for Japan.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 18	0 25
Common	0 15	0 18
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Spanish No. 1	....	0 12¾
Virginia No. 1	....	0 13¾
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsucy, gunpowder, pinhead	0 30	0 50

COFFEE.—Quite a recovery was made in coffee market for lower grades, late last week, but temptation was too great for some holders who, starting to take profits, caused the loss of all recovery made. Thus, this week these coffees hold at same level as has prevailed during past two weeks. Dealers feel that tendency is still really downwards, and some look for drop of as much as one cent. The opinion, however, gained by some retailers that coffee has already dropped is quite erroneous, no announcement of such change having at any time been made as yet. In fact, high grade coffees are as dear and about as firm as two months ago.

Coffee, Roasted—	Per lb.	
Jamaica	0 21½	0 23½
Java	0 30	0 40
Maracaibo	0 22½	0 24½
Mexican	0 25	0 28
Mocha	0 28	0 30
Rio	0 19½	0 21½
Santos	0 21½	0 23½

SPICES.—Market continues firm with little sign of change, and with good summer demand.

Spices -	Per lb.	
Allspice, ground	0 13	0 15
Allspice, old	0 08	0 10
Cinnamon, whole	0 18	0 20
Cinnamon, ground	0 18	0 20
Cinnamon, Batavia	0 25	0 30
Cloves, whole	....	0 25
Cloves, ground	0 30	0 34
Cream of tartar	0 25	0 [illegible]
Ginger, Cochin	0 18	0 21
Ginger, Jamaica	0 22	0 25
Ginger, Jamaica, whole	0 17	[illegible]
Mace	....	0 75
Nutmegs, brown, 64s, 50c; 80s, 40c; 100s	....	0 60
Nutmegs, ground, pure, 1 lb. tins, 70c; bulk	[illegible]	[illegible]
Peppers, black, ground	[illegible]	0 18
Peppers, black, whole	[illegible]	0 17
Peppers, white, ground	0 25	[illegible]
Peppers, white, whole	0 25	0 27

Seeds	Per lb.	
Canary	0 05½	[illegible]
Caraway	[illegible]	0 10
Cardamon	[illegible]	0 09
Celery	[illegible]	[illegible]
Hemp	[illegible]	[illegible]
Rape	0 07	[illegible]

RICE AND TAPIOCA.—On primary markets, patna rice advanced 1s. 6d. during week, and rangoon rices dropped about 3¾d. These, however, are considered simply as slight fluctuations

here, and not likely to bring about any change locally for some time yet.

Tapioca, too, is inclined to be easier, as also is sago, but both with unchanged prices.

	Per 100 lbs.
Caroline Rice—	
Canadian	7 10
Imported hand picked	9 00
Imported fancy	8 00
Patna Rice—	
Polished	4 40
Finest imported, 224 lb. bags	5 37½
For prices on 112 and 56 lb. lots add 12½ and 25c respectively to 224-lb. price.	
Rangoon Rice—	
Grade B, bags of 50 and 250 lbs.	3 15
Grade B, pockets and ½ pockets	3 25
Grade CC, bags of 50 and 250 lbs.	3 05
Grade CC, pockets (25 lbs.)	3 15
Grade CC, ½ pockets (12½ lbs.)	3 25
Rices, other grades—	
Crystal	5 10
Ice dips	5 45
Imperial glace	4 90
India, bright, 250 lb. bags	3 30
Lustre, loose, 250 lb. bags	3 60
Pearl	4 60
Snow	5 30
Sparkle	5 10

	Per lb.	
Sago—		
Brown	0 04½	0 05½
White	....	....
Tapioca—		
Medium pearl	0 05½	0 06
Seed pearl	0 06	0 06½

NUTS.—This week shelled walnuts have advanced 1 cent to 29 and 30 cents owing directly to scarcity of supply. Demand for all nuts in shell, but especially for peanuts is quite heavy, with summer trading.

Quite a lot of excitement is being made over filberts, but looks rather like speculation, than actual business.

	Per lb.	
In shell—		
Almonds	....	0 17
Brazils	0 17	0 19
Filberts	0 13	0 14
Peanuts, American, according to qual.	0 08¾	0 11¾
Peanuts, French	....	0 09
Pecans	....	0 20
Walnuts	0 14	0 17
Shelled—		
Almonds	0 33	0 34
Almonds, Valencia	0 37½	0 39
Peanuts	0 08	0 09
Walnuts, new	....	0 31

BEANS.—Beans continue in good demand. Prices range greatly according to quality but run as a general thing from $1.80 to $2.40 for Canadian.

	Per bushel.
Beans—	
Austrian, H. P.	2 50
Canadian, prime	1 80 1 90
Canadian, extra H.P.	2 00 2 40
Yellow eyes	3 25
Brown	2 75
Peas, Canadian, per bag of 2 bus.	5 50

ONTARIO MARKETS.

POINTERS—

Canned Goods.—All jams in glasses, except strawberries and blueberries lower in new quotations. Canners' prices expected to follow soon.

Coffee.—Lower grades decline but best quality remains firm.

Nuts.—General advance has begun.

Tea.—Floods injure crops in India and Ceylon.

Sugar.—Consumption remains heavy.

Toronto, July 24.—"Slowly but surely." That seems to be the impression amongst the majority of the wholesalers as to an improvement of conditions. The head of one firm told The Canadian Grocer that "Somehow or other my business the last couple of weeks has been considerably in advance of May or June. I don't know why; perhaps it has chanced to be; perhaps our travellers are working harder just because times are not as brisk; but anyway there has been an improvement. And collections are not so bad either."

That might be an individual instance, but the next one approached had a similar experience to relate, his covering the whole of July. Of course a universal comment is that there is no attempt to stack up. "Bargains won't tempt them," declared a third wholesaler, adding, "and they are quite right."

A close check is being kept on new credit accounts and short terms rule almost invariably.

The first two weeks in August there will be a lull in "road" business as most of the travelers will take their holidays.

SUGAR.—The market presents no unusual features this week. Thanks to preserving season which will soon be at its height with advent this week of the later fruits; demand remains quite steady.

Extra granulated, bags	4 40
Extra granulated, 20-lb. bags	4 50
Extra granulated, 5-lb. cartons	4 70
Extra granulated, 2-lb. cartons	4 70
Second grade granulated	4 25
Yellow, bags	4 00
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	4 80
Extra ground, 25-lb. boxes	5 20
Extra ground, 50-lb. boxes	5 00
Powdered, 50-lb. boxes	4 80
Powdered, bbls.	4 60
Powdered, 25-lb. boxes	5 00
Crystal diamonds, 5 lb. boxes	7 10
Crystal Dominoes, 5 lb. boxes	7 20
Paris lumps, in 100-lb. boxes	5 15
Paris lumps, in 50-lb. boxes	5 25
Paris lumps, in 25-lb. boxes	5 45
Paris lumps, cartons, 25 to case	0 35

MOLASSES AND SYUP.—Prices remain unchanged with a light demand.

Syrups—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 lb. tins, 1 doz. in case	2 75
10 lb. tins, ½ doz. in case	2 65
20 lb. tins, ¼ doz. in case	2 60
Barrels, per lb.	0 03¼
Half barrels, lb.	0 03¼
Quarter barrels, lb.	0 03¾
Pails, 38½ lbs. each	1 75
Pails, 25 lbs. each	1 25

Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50
Maple Syrup—Compound—		
Gallons, 6 to case		4 80
½ gals., 12 to case		5 40
¼ gals., 24 to case	4 80	5 40
Pints, 24 to case	2 70	3 00
Maple Syrup—Pure—		
5 gallon cans, 1 to case	....	1 25
Gallons, 6 to case	6 60	8 00
½ gallons, 12 to case		7 25
Quarts, 24 to case	7 25	8 40
Pints, 24 to case	....	4 70
Maple Sugar—		
Pure, per lb.	0 14	0 15
Maple Cream Sugar—		
24 twin bars	....	1 80
40 and 48 twin bars	....	3 00
Maple butter, lb. tins, dozen	....	1 90

SPICES.—Cloves and pepper alone show a tendency to changes in market this week. The former is considered too high and if new crop is at all fair a drop is predicted. The pepper crop, however, is poor, according to reports, and the present prices are likely to continue.

Apart from crop conditions, as one importer points out, the Government officials are demanding a far higher standard with the result that prices are likely to advance. That is, none of the "dust" is allowed in packages and this regulation will affect cloves, pepper, cinnamon, ginger, allspice, etc. The present market is not as brisk as one year ago.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 95	..—1 08
Cream tartar	30—31	.....	.....
Curry powder	..—35	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	19—22	67—0 75	80—0 90
Peppers, white	27—29	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Cardamon seed, per lb., in bulk	2 25	1 80
Cinnamon, Ceylon, per lb.	....	0 50
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 60	0 70
Shredded cocoanut, in pails	0 17	0 20

COFFEE.—The expected decline in prices continues to extend only to the cheaper grades. Rios and Santos dropped from 1 to 2 cents and price promises to remain easy. One importer states that there is no prospect for the higher grades lowering as many plantations the last few years are being destroyed to make way for the production of rubber, a more profitable business. Chicory fell one cent during the week.

Coffee, Roasted—		
Bogotas	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 35
Maricaibo	0 25	0 26
Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 18	0 20
Santos	0 21	0 23
Chicory, per lb.	0 10	0 12

TEAS.—The market remains fairly steady, but a shade higher. A report comes of serious floods in South Sylhet and Cachar, and some hailstorms, which riddled the bushes. These are not the finest, but are among the largest and most important districts, and the scarcity resulting, if the reports be correct, will have its effect on the price of the better grades.

DRIED FRUITS.—Dealers are busy estimating the influence of the California growers on the price of raisins. Last year Valencias were abnormally high, and the California fruit lower than it cost to produce it, as one importer states. The result was that three-fourths of the raisins consumed, he claims, were California. Now comes the announcement from an importer that the recently-formed growers' association will advance the price from 3¾c to 5¾c, or two cents, with a guarantee that it will not drop for at least one year. This, under ordinary conditions, would raise the retail price from 10c to 12½c.

Another importer, however, declares that Valencias will be much lower this year, and will pretty well divide the market with the California variety. The following wire was received by an importer on Wednesday of this week from California: "Unseasonable rains have damaged apricots on trays and also the ripening of peaches. Markets extraordinarily strong and advancing as

result of heavy demand and damage to new crops.''

A second wire declared that there had been great damage to prunes owing to the hot, dry weather, and many had dropped. The loss amounts to 15 to 25 per cent.

Apples, evaporated, per lb.	0 07½	0 08
Apricots—		
Standard, 25-lb. boxes	....	0 14
Choice, 25-lb. boxes	....	0 16
Fancy	0 18	0 22
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Currants—		
Filiatras, per lb.	....	0 07
Amalas, choicest, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Vostizzas, choice	....	0 10
Vostizzas, shade dried,	0 10½	0 11
Cleaned, ¼ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½
Figs—		
Natural figs, in bags, lb.	0 05	0 07
Comadre figs, in taps, per lb.	0 04	0 04½
Eleme figs, in boxes, according to size, lb.	0 10	0 15
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 11	0 12½
Choice, 50-lb. boxes	0 07½	0 08
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 12½	0 13¼
40 to 50, in 25-lb. boxes, faced	....	0 11¼
50 to 60, in 25-lb. boxes, faced	....	0 09
60 to 70, in 25-lb. boxes, faced	....	0 07½
70 to 80, in 25-lb. boxes, faced	....	0 07
80 to 90, in 25-lb. boxes, faced	....	0 06½
90 to 100, in 25-lb. boxes, faced	....	0 06
Same fruit in 50-lb. boxes, unfaced, ½c less.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, old stock	0 08	0 08½
Seeded, fancy, 1 lb. packets	....	0 08½
Seeded, choice, 1 lb. packets	0 08	0 08

BEANS.—The better grades remain firm, and prices show no change.

Beans, Canadian, H.P., per bushel	....	2 25
Beans, Canadian, cheaper grades	1 80	2 00
Austrian pea beans, H.P.	2 75	2 85

CANNED GOODS.

Montreal, P.Q., July 22.—Fully a week yet, according to present anticipations, will elapse before opening prices are announced on peas, strawberries, etc. Meanwhile, several estimates are being made, the more common about as follows:

Peas, beans and corn	0 85	0 90
Tomatoes	1 05	1 10
Strawberries and raspberries, about	....	2 00

Others, however, maintain that strawberries and raspberries cannot open below $2.25 as owing to short crops goods which sell to-day at $2.10 are now likely to cost about $1.97½, and thus will need to move out at $2.25 to realize any profit.

Whether crop reports on apples are correct or not, the fact that the Government estimate announced the crop as only 50 per cent. average will likely tend to put gallon apples and evaporated apples both on higher basis.

Demand for canned tomatoes is quite brisk owing to scarcity and poor quality of fresh being offered.

Last week California canned fruits advanced to about 30 to 50 cents over last year's prices. It is predicted that some lines of these may go even higher. Market holds quite firm.

Prices on Hawaiian pines have been reduced about 15 to 25 cents owing to exceptionally heavy crop in south.

This was to be the year of the big run in salmon, but one report received here states that the run is not going to be large, and if so, prices are likely to be as high as ever. This is contradicted by others, however, and definite estimates are being anxiously awaited.

Toronto, July 23.—Expectations of the announcement from the canners were disappointed this week, but it is probable that a few days more will see the list made public. In the absence of a definite statement the wholesalers are indulging in prophecies and The Canadian Grocer gives them, at least as intelligent forecasts, with a comparison with the prices that ruled one year ago.

	1913.		1912.	
Strawberries	....	2 25	2 10	2 12½
Raspberries	2 00	2 10	2 10	2 12½
Peas, beans and corn	0 90	0 95	1 20	1 22½
Tomatoes	1 10	1 12½	1 35	1 37½

From this it will be seen that the only one in the list for which a higher price is expected are tomatoes, owing to the extremely small crop.

Raspberries are booked to be about 10 cents easier. Peas, beans and corn are forecasted for the largest drop, some 35 cents and tomatoes about 20 cents less.

At the close of the week, one of the leading Ontario fruit men issued his list of jams for the season 1912-13. With the exception of strawberries, pears, blueberries and orange marmalade, the quotations are considerably lower. In jellies, crabapple shows a drop of 30 cents. Compound jams and jellies have been lowered ¼ cent a pound.

NEW BRUNSWICK MARKETS.

By Wire.

St. John, N.B., July 23.—Market is quiet with collection good for most part but, locally, below standard. Labor troubles continue to hurt business particularly in the north end. The change which some expected in sugar market did not come. Dealers are now doubtful and are buying scantily.

Meals and feeds are slightly firmer due to crop reports. Molasses is unchanged, but dealers look for higher prices this fall. Pork and beef are still firm. Butter went two cents higher. Eggs are higher by one to two cents. New vegetables are arriving in better quantities. New potatoes are $1.65 bushel.

Bacon, roll	0 15	0 16
Bacon, breakfast	0 18	0 20
Beans, Austrian, bushel	2 30	2 65
Beans, yellow eye, bushel	3 45	3 50
Butter, dairy, per lb.	0 24	0 25
Butter, creamery, per lb.	0 25	0 26
Buckwheat, W., grey, bag	2 75	2 85
Cheese, lb.	0 13	0 13½
Cheese, new, lb.	0 13½	0 14
Currants, 1's, lb.	0 07¾	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	1 02½	1 05
Corn, doz.	1 00	1 05
Peas, No. 4	1 30	1 32½
Peas, No. 3	1 35	1 37½
Peas, No. 2	1 40	1 42½
Peas, No. 1	1 80	1 85
Peaches, 2's, doz	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	2 20	2 25
Strawberries	2 20	2 25
Tomatoes	1 65	1 70
Cornmeal, gran.	....	4 85
Cornmeal, bags	....	1 50
Cornmeal, bbls.	....	3 15
Eggs, henmery	0 23	0 25
Flour, Manitoba	....	6 45
Flour, Ontario	....	5 95
Lard, compound, lb.	....	0 11¾
Lard, pure, lb.	0 15¾	0 16
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 38	0 39
Oatmeal, rolled	....	5 25
Oatmeal, std.	....	5 80
Pork, domestic mess	....	29 00
Backs, American clear, bbl.	....	27 00
Potatoes, barrel	....	1 40
Raisins, California, seeded	0 08	0 09
Rice, per cwt.	3 85	3 95
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	....	4 50
United Empire	....	4 40
Bright yellow	....	4 30
No. 1 yellow	....	4 00
Paris lumps	....	5 50

NOVA SCOTIA MARKETS.

(By Wire.)

Halifax, N.S., July 23.—The local grocery trade is brisk with many prices continuing their upward tendency. Cheese (twins) has been marked up from 14¾ to 15 cents. Lard has advanced half a cent and pork 50 cents to $1.00 per bbl. Canadian beans are at top prices; yellow eye bring $3.35 handpicked $2.40 and prime medium $2.10.

Fancy Barbados molasses in barrels is 41 cents per gallon; 40 cents in tierces and 38 cents in puncheons.

Flour and meals are firm. Eggs are higher, but there is a decided drop in butter, which is plentiful. Dairy tubs range from 20 to 22 while choice creamery can be had for 25 cents.

Sugar is unchanged from last quotations. The fruit trade is good despite prevailing high prices.

G. H. Campbell, of T. H. Estabrooks Co., Ltd., Toronto, is spending a few days' holidays at Hayes Point, Ont.

FOR SALE BY TENDER

Stock manufactured and in process of manufacture, Raw Material, Plant and Building of

THE LEA'S, LIMITED, SIMCOE.

Per Inventory—	
Stock	$24,304.31
Plant and Machinery	6,114.45
Building	9,000.00
	$39,418.76

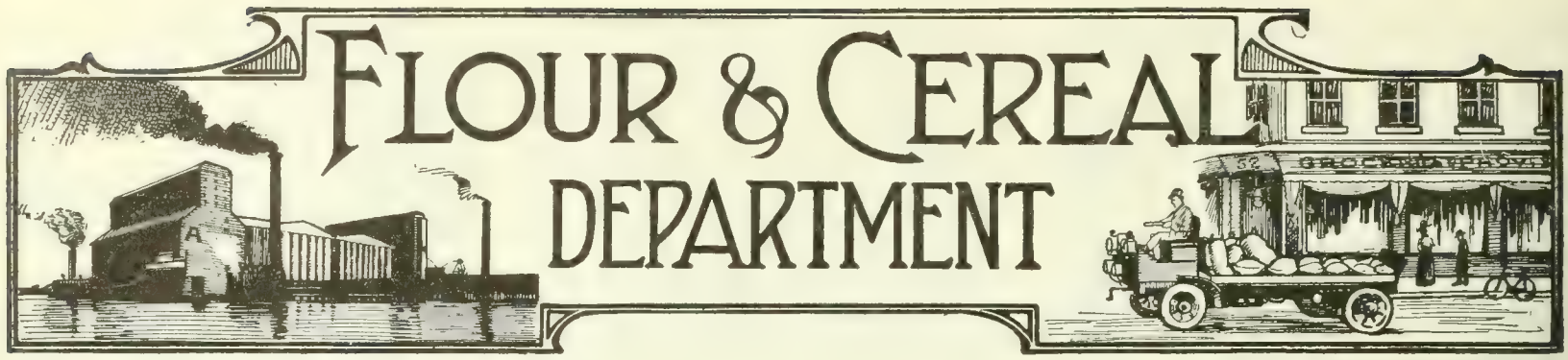
No sufficient tenders having been received by me for the above, in response to previous advertisements asking for same, I have extended the time for receiving tenders from intending purchasers until August 1st, 1913, at 12 o'clock noon. Separate bids to be made for Stock and Building (including Plant).

This is a good business proposition. The Pickle Factory is situated in a good district for obtaining supplies, and The Lea's Brand of Pickles is well and favorably known to the trade. There is a spur line of Railway running into premises, good water supply at very low cost. The company has large orders on hand and contracts with growers for season's supplies, which intending purchaser may have advantage of.

Tenders to be sent to the undersigned, accompanied by marked cheque for 10% of tender by the above mentioned date. The highest or any tender not necessarily accepted.

DUGALD HENDERSON,
Liquidator.

Simcoe, Ont.



Flour Prices Expected to Rule Steady

No Change in Sight so Far as Millers Can See Until New Wheat Comes in—Firmer Market in Cornmeal—August and September Flour From Ontario—Wheat Quoted 30c Lower.

The reports from the West continue most encouraging and the exceptional weather of the last two or three weeks has enabled the wheat to gain in some districts the time it was behind as compared with average years, so that every day the danger of frost upsetting present calculations is being minimized. Some estimates call the crop to exceed all former years but nature has too many instruments in her control to make forecasts of such a nature possess any real market value.

Ontario shares with the West in the good reports, and with the crop farther advanced forecasts are more definite and reliable. Some of the fall wheat has already been threshed and delivered at 90 cents. This is about the same as last year, some 10 cents lower than the quotation for the old crop still on hand. Millers declare that Ontario wheat was never better in quality and the average yield is fair.

MONTREAL.

FLOUR.—Demand for flour from city and country points alike has been heavy, but from an export standpoint little is moving.

With more moisture, and indications for another bumper crop in the West, wheat market has been holding easier. Though there was some talk of prices again stiffening, this has let up and now millers look for no higher prices till new crop. The expectation has been expressed that prices on wheat will have to break soon owing both to heavy crops in the West, and to fact that now prices are altogether too high to allow of much exporting. Thus, as wheat has to be exported, it would look as if lower levels might rule. On the other hand, old wheat is scarce so that no decline is likely to be made until the new begins to offer.

Thus, flour situation is as complicated as ever, and is of necessity a matter which time alone will decide.

	Car lots,	in bags,
Manitoba Wheat Flour -	per bbl.	
First patents	5 60	5 75
Second patents	5 10	5 45
Strong bakers'	4 90	5 25
Flour in cotton sacks, 10 cents per barrel more.		
Winter Wheat Flour—		
Fancy patents	5 00	5 60
90 per cent.	....	5 10
Straight roller	....	4 90
Blended flour	5 00	5 40

CEREALS.—Market on cornmeal is firm owing to corn having again moved up slightly. Some mills locally have advanced prices 5 cents, and now quote $2.05 and $1.90, but this is the exception rather than the rule. Market, however, is firm with a good trading being done. Rolled oats still continue dull, but with a firm, steady market.

	Per 98-lb. sack
Cornmeal—	
Kiln dried	.... 2 00
Softer grades	.... 1 85
Rolled Oats—	98s, in jute.
Small lots	.... 2 25
25 bags or more	.... 2 15
Rolled oats in cotton sacks, 5 cents more.	
Oatmeal—Fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.	
Rolled wheat—	100-lb. bbls.
Small lots	.... 2 85
Hominy, per 98-lb. sack	.... 2 05

MILL FEEDS.—Biggest demand of all appears to be for these lines, owing directly to dry weather and shortage of pastures. As flour to-day is still considerably below proportionate wheat prices, and considering this heavy demand, there are those who predict still another advance of $1 all round on mill feed prices. Though flour itself is not likely to go up, millers are considering next best move and may make a change shortly.

	Car lots,	per ton
Mill Feeds—		
Bran	....	19 00
Shorts	....	21 00
Middlings	....	23 00
Wheat moulee	....	25 00
Feed flour	30 00	31 00

TORONTO.

FLOUR.—Purchases remain as before from hand to mouth, and prices are unchanged this week. The entry of new Ontario wheat has drawn forth a quotation from millers for August and September shipments at 30 cents a barrel less than prevailing prices, but this has not tempted any to indulge in speculation.

	Car lots,	in bags, per bbl.,
Manitoba Wheat Flour—		
First patent	....	5 50
Second patent	....	5 00
Strong bakers'	....	4 80
Flour in cotton sacks, 10c per bbl. more.		
Winter Wheat Flour—		
Fancy patents	4 90	5 10
90 per cent.	4 80	5 00
Straight roller	4 60	4 80
Blended flour	5 05	5 35

CEREALS.—Rolled oats continue to have a steady demand, but prices show no change.

Cornmeal, per 98 lb. bag—		
Kiln dried, 25 bag lots	1 85	1 90
Softer grades, 25 bag lots	1 70	1 75
Rolled oats, per 90 lb. sack, in jute—		
Small lots	2 25	2 30
25 bags to car lots	2 15	2 20
Rolled oats in cotton sacks, 5 cents more.		
Oatmeal, standard and granulated, 10 per cent. over rolled oats in 90 S, in jute.		
Rolled Wheat—		
50 lb. boxes	....	1 50
100 lb. barrels, small lots	....	2 85
100 lb. barrels, 5 bbl. to car lots	....	2 70

MILL FEEDS.—The brisk trade which June usually brings in shorts has given place to bran for July and the demand in this line is heavy. Some mills report a shortage and one firm was forced to order ten car loads from another. However, the advent of the harvest prevents the otherwise probable increase in price.

	car lots.	per ton.
Mill Feeds.—		
Bran	....	19 00
Shorts	....	21 00
Middlings	21 00	23 00
Wheat Moulee	23 00	25 00

DEATH OF COCOA PIONEER.

Joseph S. Fry, Bristol, Eng., head of the J. S. Fry & Sons, cocoa and chocolate manufacturers, died recently. Mr. Fry was one of the pioneers of the industry. He was born in 1826, and for 70 years he gave his best endeavors to his business. It is said that each morning at 9 o'clock without exception, he presided over a large devotional gathering of his workpeople, other services of a similar nature being held simultaneously throughout the works.

As a philanthropist, Mr. Fry exhibited a generosity of the highest order. In private life he was distinguished by his kindly old-world courtesy which was extended to rich and poor alike. A world-felt sympathy will be extended to the bereaved family. He was 87 years of age.

A London, Eng., despatch says that the shareholders of Lever Bros., Ltd., soap manufacturers, have authorized an increase in the capital stock from £20,000,000 to £30,000,000, by the issue of 3,000,000 additional 15 per cent. cumulative preferred shares and 200,000 ordinary shares of £10 each.

Imported Potatoes Are Still Soaring

Price Advances to $3.75 Per Bbl.—Peas and Beans Down—Ontario Raspberries Decline—First Shipments of Canadian Apricots, Blueberries, Peaches and Thimbleberries — Cherry Season Waning.

MONTREAL.

GREEN FRUITS.—California fruits so far have been coming in none too freely, and at prices at which they have been running have not allowed any too great profits. Plums, peaches and pears on local auctions have all been inclined to be higher than week ago, but dealers look forward to more plentiful supplies and better margins of profit.

Raspberries continue to hold high with no sign of any let up for some days anyway. Cherries are a good crop, and have been selling well. Reports on New Brunswick blueberry crop are many and conflicting, but general complaint is rather regarding lateness of crop than shortage. Better supplies are expected within a week or ten days.

Imported Alexander peaches are now off market. St. John's are on in full force, and Crawfords beginning to come freely, but with high prices demand has not been as keen as expected.

Lemons are offering freely, and show slight signs of easing off a little in prices.

CANADIAN SEASONABLE FRUITS.		
Blueberries, New Brunswick, per qt.	0 15	0 18
Currants, red or white, per qt.	0 06	0 08
Cherries—		
Red, 11-qt. baskets	1 00	1 25
Red, 6-qt. baskets	0 60	0 75
Gooseberries—		
English, 11-qt. basket	0 60	0 75
English, 6-qt. basket	0 30	0 35
Raspberries, red, per quart	0 17½	0 20
Raspberries, black, per qt.	0 11	0 15
Strawberries, New Brunswick, qt.	0 16	0 20
CALIFORNIA SEASONABLE FRUITS.		
Cantaloupes, 45s, per crate	....	5 00
Peaches, St. Johns, box	1 75	2 25
Peaches, Crawfords, box	....	2 25
Pears, half case	....	2 50
Pears, Bartlet, box	3 50	3 75
Plums—		
Wickson, 4-bkt. carriers	2 25	2 75
Burbanks, 4-bkt. carriers	2 00	2 25
Tragedies, 4-bkt. carriers	2 50	3 00
STAPLE LINES.		
Apples—		
Spies, first grade, per bbl.	....	9 00
Harvest, Illinois, per hamper	....	2 75
Bananas, per crate	2 00	3 00
Grapefruit, Jamaica, case	4 50	6 50
Lemons, Verdelli, new, case	6 00	7 00
Limes, Florida, box of 100	....	1 25
Oranges—		
Jamaicas, 126s to 250s	2 75	3 00
Sorrentos, 80s	....	2 50
Sorrentos, 160s	....	4 50
Sorrentos, 200s	....	5 00
Messina, 100s, half boxes	....	2 75
Messina, 80s, half boxes	....	2 50
Late Valencias	6 50	7 00
Pineapples, Florida—		
30s, per case	....	5 50
24s, per case	....	5 50
Watermelons, Watsons	0 50	0 75

VEGETABLES. — Tomatoes have been doing some strange fluctuating during past week, and from two causes: first, from manipulation at primary sources raising prices, and manipulation at this end cutting prices. Stocks arriving from Tennessee have been in poor condition, and much below standard set by Mississippi shipments.

An effort was made last week, too, to boost prices on potatoes at primary sources, and daily these went up by jumps of 10c and 15c. Monday, upon trade here refusing to be tied up, prices dropped 40c. New domestic potatoes are being offered at $2 per bag, or $4.25 per barrel. These, while still in short supply, have also had tendency to bring down imported market. All other vegetables continue in good supply and heavy demand.

Beans, wax, per hamper	....	2 25
Beets, new, dozen	....	0 50
Beans, green, per hamper	....	2 25
Cabbage, new, crate of 4 to 5 doz.	....	4 00
Carrots, new, dozen	0 25	0 30
Cauliflower, hothouse, per dozen	0 75	2 00
Corn, green, per crate of 6 doz.	....	3 50
Cucumbers, hothouse, per dozen	0 75	1 00
Cucumbers, per hamper	....	2 75
Egg plant, box	....	3 50
Lettuce, domestic, heads, doz.	0 25	0 40
Mushrooms, basket of 4 lbs.	....	3 00
Onions—		
Egyptian, bag of 110 lbs.	2 00	2 25
New, green, per dozen	0 10	0 15
Peppers, green, per hamper	2 00	2 50
Peas, green, per hamper	....	1 25
Potatoes—		
Virginia, per bbl.	3 25	3 50
Domestic, new, barrel	....	4 25
Radishes, per dozen	0 15	0 20
Tomatoes, Tennessee, case	1 00	1 25
Tomatoes, New Jersey, bushel crate	1 75	2 00
Tomatoes, Canadian hothouse, per lb.	....	0 20
Water cress, per doz. bunches	....	1 00

TORONTO.

GREEN FRUITS.—Past week has seen increased activity in fruit markets. The supply in most lines has been liberal, and Canadian products are coming in to displace imported goods. Raspberries probably reached the lowest point in price on Saturday when the market was loaded up, and 12½c and 13c was the ruling sale. Tuesday morning saw a "recovery" to 14-16c, with most shipments going at the lower figure. The dealers expect the crop to be about finished by the end of next week.

Canadian peaches of the cling-stone variety have begun to appear, and realize from 50c up. Shipments of Alberta peaches brought from $3.75 to $4.25. Cherries remain fairly plentiful at from 65c to 90c, some choice baskets bringing $1. Gooseberries advanced, the smalls from 70c to 90c a basket. Canadian plums are beginning to come in. The specimens of watermelons were not up to last week in size, and the price on Tuesday's market dropped from 5c to 15c. Red currants are 1c higher, while California cantaloupes dropped 50c.

Blueberries have started to come in steadily, and are quoted at from $1.75 to $2.00. Thimbleberries also made their appearance this week, opening at 16c and 17c, and one dealer pointed with pride to his first lot of Canadian apricots, 11-quart basket for $1.25, grown at Jordan; "the finest as a starter that I have seen in five years," he remarked.

Ontario apples are coming in slowly, and are selling at 35c to 40c a basket.

Bananas, per bunch	1 50	2 25
Blueberries	1 75	2 00
Cantaloupes, California, 45s, case	1 25	4 50
Currants, red, per qt.	0 08	0 10
Cherries, Canadian, 11-qt. bkt.	0 65	0 90
Cherries, Canadian, 6-qt. bkt.	0 40	0 50
Cocoanuts, per sack of 80	5 00	5 50
Gooseberries—		
Smalls, 6-qt. basket	0 25	0 35
Smalls, 11 qt. basket	0 75	0 90
English, 6-qt. basket	....	0 45
English, 11 qt. basket	....	1 25
Lemons, Verdelli, new	5 50	6 00
Oranges, California Valencias	5 50	6 25
Limes, per box of 100	....	1 25
Peaches, St. John and Crawfords, box of 8-10 dozen	2 00	2 25
Pears, California, boxes Bartletts	....	4 50
Peaches, Georgia, 6 bkt. carriers	3 25	4 50
Plums, Clyman, box	1 75	2 25
Plums, Tragedy, box	1 75	2 00
Raspberries, per qt.	0 14	0 16
Thimbleberries	0 16	0 17
Watermelons, 23 to 35 lbs.	0 35	0 50

VEGETABLES.—Imported peas and carrots have disappeared before a fair supply of the Ontario product, and only a stray shipment of New Brunswick potatoes could be found. This does not imply that Ontario new potatoes have the field. These can muster only in one-peck lots, and the Virginian and Maryland barrels are enjoying the advantages of one last monopoly of the market. Up, up, up they have gone. Two weeks ago at $3; one week ago at $3.25 to $3.50; now $3.50 is the lowest quotation, and $3.75 has been paid, with the prospects of that being the minimum before the close of the week.

"However," remarked an importer to The Canadian Grocer, "this is mild compared with last year. They opened then at $6, dropped to $4, and just before Canadian-grown were plenty rushed up to $5 and $5.25. We secured a car of New Brunswick this week, about the only one going, and cleaned out at $1 a bag."

Canadian cucumbers are selling at $1.75 a basket, and corn at 15c to 20c, some choice lots reaching 25c. Canadian tomatoes advanced 25c a basket. Beans and peas each dropped 5c to 10c per 11-qt. basket.

Beans, wax, 11-qt., per basket	0 75	0 80
Beets, Canadian, new, per basket	0 25	0 30
Carrots, Canadian, new, doz. bchs.	....	0 25
Cabbage, Canadian, crate of 30	....	3 25
Cauliflower, Canadian, ex. of 2 doz.	....	1 25
Corn, new, crate of 5 doz.	0 75	1 00
Cucumbers, Florida, hamper	1 25	2 00
Lettuce, domestic heads, basket	0 30	0 35
Mushrooms, per lb.	....	0 75
Onions—		
American, new, hamper	....	1 50
Egyptian, sack of 112 lbs.	2 25	2 50
Texas, Bermudas, 50-lb. crate	1 40	1 50
Bermudas, 50-lb. crate	....	1 50
Green, imported, per doz.	0 25	0 30
Parsley, large bunches, doz	....	0 75
Peas, green, 11 qt. bkt.	0 50	0 60
Potatoes—		
New, per barrel	3 50	3 75
New Brunswick, per bag	....	0 75
Ontario, old, per bag	0 75	0 85
Ontario, new, per peck	....	0 40
Radishes, doz. bunches, domestic	....	0 20
Rhubarb, domestic, doz. bunches	....	0 20
Tomatoes, Canadian, basket	1 75	1 85
Tomatoes, Mississippi, 4 bkt. carriers	1 50	1 75
Water cress, domestic, 11-qt. basket	0 35	0 50

The general store of Ed. D. Lowrey, St. David's, Ont., sustained a fire loss last week estimated at $5,000. The meat department was the portion that suffered most. The loss is covered by insurance.

Camping Lowers Demand for Fish

Tendency of Prices in Montreal is Higher, but Lower in Toronto—Supply of Gaspe Salmon Not Equal to Demand—Lobsters Still Going Up.

MONTREAL.

FISH.—Owing to people moving out to summer homes, city demand is easing off somewhat, but on other hand the opening of summer hotels has greatly stimulated fresh fish trade.

Following are the price changes of the week. It will be noted that all are in an upward direction. Halibut, doree, carp and lobsters, each up 1 cent per pound; Gaspe salmon up 2 cents per pound; and crab meats up 50 cents per gallon. Two reasons are given for halibut and Gaspe salmon advancing: first, supplies are again giving out, as is customary at this season of the year, and second, demand of late has been increasing at a more rapid rate than volume of fish caught. Thus, higher prices for some time would appear assured.

Fresh haddock is ruling low, and selling in large quantities. More word is expected shortly about supplies of cod. So far, stocks obtained are good, and fishing on whole, has been well up to the average.

Lake fish, particularly doree and pike are in short supply, with very few being caught. Carp, too, which has always had a large sale, is now scarcely available even at high prices which are being requested.

Fresh mackerel is now drawing to an end but a good many are still coming from districts where fish strike late in the season. Trade is quiet, save in lobsters which are in good demand and advancing gradually in price with shortness of supplies. Scarcity of canned lobsters has been so keenly felt that a further advance of 10 per cent. above opening prices was made last week.

Fresh Stock –		
Barbotte, dressed, lb.	0 09	0 10
Bluefish, per lb.	0 16	0 18
Carp, 100 lb. boxes, per lb.	0 07	0 08
Cod, market, 250 lb. cases, per lb.	....	0 05
Doree, 100 and 150 lb. cases, per lb.	0 12	0 13
Flounders, per lb.	0 06	0 07
Frogs legs, large, per lb.	....	0 50
Frogs legs, small, per lb.	....	0 25
Haddock, per lb.	0 04	0 05
Halibut, per lb.	0 11	0 12
Herring, per 100 fish	....	1 80
Perch, dressed, per lb.	0 09	0 10
Pike, dressed, per lb.	0 07	0 08
Salmon, B.C., red, per lb.	0 15	0 16
Salmon, Gaspe, per lb.	0 17	0 18
Steak cod, per lb.	....	0 06
Smelts, per lb.	....	0 12
Trout, brook, per lb.	....	0 30
Trout, lake, per lb.	0 11	0 12
Turtles, small, per lb.	....	0 15
Whitefish, per lb.	0 11	0 12
Frozen Stock—		
Haddock, per lb.	0 04	0 05
Herring, per 100 fish	....	1 50
Pike, per lb.	....	0 06
Smelts, fancy, per lb.	0 12	0 13
Smelts, No. 1, per lb.	0 08	0 09
Salmon, fancy, Spring, per lb.	0 14	0 15
Salmon, Gaspe, per lb.	0 15	0 16
Salmon, Qualla, per lb.	0 07½	0 08
Whitefish, per lb.	0 07	0 10
Prepared Stock –		
Boneless fish, 20 lb. pkgs.	0 07	0 08
Cod, pure, cs. of 20 tablets, per lb.	....	0 10½
Cod, pure, 3 lb. box, per lb.	....	0 15
Cod, boneless strip, 30 lb. box, lb.	....	0 10
Cod, boneless strip, 2 lb. blks., in 20 lb. pkgs., lb.	0 07	0 08
Cod, shredded, box of 2 doz.	....	1 80
Cod, skinned, per 100 lb. box	....	6 00
Cod, dried, per 100 lb. bundle	....	6 50
Pollock, dried, per 100 lb. bundle	....	6 00
Salted and Pickled Stock—		
Cod, green, ordinary, per 200-lb. bbl.	7 00	8 00
Cod, green, white napes, per 200-lb. bbl	8 00	9 00
Haddock, No. 1, green, per 200 lbs.	5 00	6 00
Herring, Holland, per keg, 70 to 75c; per ½ bbl., $5.00 to $6.00; per bbl.	9 00	10 00
Herring, Labrador, ½ bbl., $2.75, bbl.	....	5 00
Herring, Scotch, keg of 12 lbs. net, $1.10, ½ bbl.	....	7 00
Mackerel, No. 1, 20 lb. kits, $1.75, ½ bbl., $7.50, bbl.	....	15 00
Salmon, Labrador, ½ bbl., $8.00 to $9.00, bbl.	15 00	16 00
Trout, lake, kegs	....	7 00
Trout, sea, half barrels	....	6 50
Smoked Stock—		
Bloaters, per box	1 00	1 10
Fillets, regular and fancy, lb.	0 10	0 12
Haddies, regular and fancy, lb.	0 06	0 08
Herring, new, per box	0 13	0 15
Kippers, small, box of 50 fish	1 00	1 25
Salmon, per lb.	....	0 22
Shell Fish, Fresh –		
Clams, per lb.	....	7 00
Crab meats, per gal.	....	2 50
Lobsters, live, per lb.	0 26	0 28
Lobsters, boiled, per lb.	0 27	0 29
Meats, solid, standards, gal., $1.80; selects	....	1 80
Meats, solid, standards, gal., $1.80; selects	....	2 00
Oysters, Cape Cod, shell	....	12 00
Periwinkles, per bushel	....	2 50
Prawns, per gal.	....	2 00
Scallops, per gal.	....	2 75
Shrimps, per gal.	....	2 00

TORONTO.

FISH.—The demand for fresh fish remains fair this week. The heavy supply of halibut has caused the price to sag a cent, and whitefish is a little easier. In fact the whole market shows a tendency to decline owing to the lower quotations which have been received preparatory to winter stocking.

Frozen Stock—		
Roe shad, weight 3 lbs., each	1 00	1 25
Whitefish, per lb.	0 09	0 10
Fresh Caught—		
Haddock, per lb.	0 06½	0 07
Halibut, per lb.	0 10	0 11
Herring, per lb.	0 05	0 06
Lobsters, live, per lb.	0 40	0 50
Mackerel, weighing 1½-3 lbs., each	0 15	0 25
Pickerel, yellow, per lb.	....	0 10
Pike, per lb.	0 06	0 07
Roe shad, weight 3 lbs., each	1 00	1 50
Salmon, Restiguse, per lb.	0 18	0 20
Salmon, B.C., per lb.	....	0 19
Steak, cod, per lb.	0 07	0 08
Trout, per lb.	0 10	0 11
Whitefish, per lb.	0 10	0 11
Smoked—		
Finnan haddie, per lb.	....	0 08
Kippers, box of 40	1 10	1 25
Bloaters, box of 60	....	1 25
Prepared—		
Cod, 1 lb. tablets, case of 20	....	2 00
Salted and Pickled—		
Herring, Holland, per keg	....	0 60

ST. JOHN.

FISH.—The fish market of late has had a wide variety of offerings in fresh stocks. Record catches of salmon were made this week. Two boats brought to port a remarkable record, four hundred large, firm salmon, instead of the usual catch of one hundred and fifty, by the fleet off Lorneville. Despite the greatly increased catches which have been made there has been no lower price than in years when there was a scarcity, this probably being due to the fact that the demand from Boston, Maine, and Upper Canada was much greater than in other years. The salmon run will not last much longer. Haddock have been in good demand at 5 cents, halibut fairly plentiful at 15, and fresh mackerel from 10 to 25 cents each. Stocks of salt fish are not much called for, dealers reporting the run mostly on fresh lines.

HALIFAX.

FISH.—Speaking generally, foreign markets are dull. It is usual in midsummer to have such an experience in fish trade. The 4th of July in Boston used to end spring mackerel purchases and further south the hot weather curtails trade and causes fish to more rapidly deteriorate than during the cooler autumn and winter seasons. Add to this the fact that scarce money is making itself felt the world over, there is little reason to doubt that the fish trade suffers with all other branches of commercial activity.

Considerable catches of dry fish have been secured along the southern coast and these are now being marketed in small lots. Salt mackerel are in fair supply, low prices lately offered for fresh medium and small mackerel having caused nearby fishermen to salt late catches. There is, therefore, quite a few early summer mackerel to be marketed.

Produce & Provisions

Lard Advances; Another Rise in Hogs

Cotton Oil Carried Up Compound Lard—Cooked Meats Promise to Remain Up—Butter Shows Downward Tendency—Eggs Higher on Account of Shrinkage.

The feature of this week's provision market is the sharp advance in compound lard from ¼c to ½c, and a likelihood of a further rise to ¾c and 1c, as compared with one week ago. Indeed, some packers on Tuesday were quoting at ¾c advance. The cause for the movement was the soaring of cottonseed oil, due, some claimed, to speculation on the coming crop. The Montreal market showed a uniform advance of ¼c. The quotations in Toronto ran all the way from 10¼-10½c to 10¾-11c for tierces, with tubs and pails ¼c and ½c higher, respectively.

Live hogs continued their upward movement, and at $9.65, f.o.b., are $1.80 per cwt. higher than one year ago.

Butter had a slight decline, while eggs were higher, with cheese easier. The following were boarded on the Toronto Produce Exchange on Monday of this week:—

BUTTER—Dairy, 50 box market prints, 23½c; no offer. Creamery, 25 box solids, finest, 24½c, no offer; 50 box solids, finest, 24½c, no offer; 46 box solids, fresh, 24c, no offer.

EGGS—25 cases rots out, 22½c, 22c offered; 50 cases rots out, 22¼c, 22c offered.

CHEESE—25 box large, new, 13½c, no offer; 25 box twins, new, 13¾c, no offer; 80 box twins, new, f.o.b., 13½c, no offer; 50 box Sept., large, f.o.b., 13¼c, no offer; 50 box Sept., large, 13¼c, no offer.

HONEY—80 tins 60's new clover, 11½c; 10c offered.

100 bags prime beans, $1.65.

MONTREAL.

PROVISIONS.—Owing to prices on cotton oil shooting away out of sight, prices on compound lard have this week advanced ¼c, and hold quite firm at new level. As market on oil is strong, lard prices may advance even further, but on this dealers are not certain. They agree, however, that price of oil would quite justify a further advance.

Pure lard is fairly weak owing to heavy stocks being held locally. Market, however, holds steady.

Meats of all kinds hold quite firm owing to advance in price of raw material, which on week has moved up about a quarter. Demand holds good, and should prices on hogs continue to advance, an upward price movement might be expected.

		Per lb.
Hams—		
Light, under 12 lbs.	....	0 21
Medium, 12 to 20 lbs.	0 20	0 20½
Large, 20 to 40 lbs.	....	0 19½
Backs—		
Plain, bone in	....	0 23½
Boneless	....	0 26
Peameal	....	0 26
Bacon—		
Breakfast	0 21	0 23
Roll	....	0 17
Shoulders, bone in	....	0 16
Shoulders, boneless	....	0 16½
Cooked Meats—		
Hams, boiled	0 30	0 31
Hams, roasted	....	0 32
Shoulders, boiled	....	0 26½
Shoulders, roasted	....	0 27½
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 80-100 lbs.	....	0 14½
Flanks, bone in, not smoked	....	0 15½
Barrelled Pork—		Per bbl.
Heavy short cut mess	....	29 00
Heavy short cut clear	....	29 00
Clear fat pork	....	28 00
Clear pork	....	27 00
Lard, Pure—		Per lb.
Tierces, 375 lbs. net	....	0 13¾
Tubs, 50 lbs. net	....	0 14
Boxes, 50 lbs. net	....	0 14
Pails, wood, 20 lbs. net	....	0 14¼
Pails, tin, 20 lbs. gross	....	0 13¾
Cases, 10-lb. tins, 60 in case	....	0 14¾
Cases, 3 and 5-lb. tins, 60 in case....	....	0 14¾
Bricks, 1 lb. each	....	0 15½
Lard, Compound—		
Tierces, 375 lbs. net	....	0 11
Tubs, 50 lbs. net	....	0 11¼
Boxes, 50 lbs. net	....	0 11½
Pails, wood, 20 lbs. net	....	0 11½
Pails, tin, 20 lbs. gross	....	0 11
Cases, 10 lb. tins, 60 in case	....	0 11¾
Cases, 3 and 5-lb. tins, 60 in case...	....	0 12
Bricks, 1 lb. each	....	0 12¾
Hogs—		Per cwt.
Live, f.o.b.	....	9 60
Live, fed and watered	....	10 75
Dressed	....	15 00

BUTTER.—Easiness in country finally caused a decline in local prices, so that late last week butter dropped 1c all round. On Monday St. Hyacinthe quoted 23½c. and Cowansville 23¾c. Under these figures probabilities would be for further decline. Just now, however, situation is considered by dealers as steady, and likely to hold.

There is another point, however, to consider. Though market looks low enough, financial conditions are liable to enter.

Stocks held here are fairly heavy, so that being fairly well loaded, some dealers find their available line of credit pretty well used up. Should they be forced to sell any quantity market would likely again tumble.

		Per lb.
Butter—		
Creamery prints, fresh	....	0 26½
Creamery solids	....	0 26
Dairy prints	0 23	0 24
Dairy solids	0 23	0 24
Separator prints	0 23	0 24
Separator solids	0 23	0 24

EGGS.—Some dealers are still paying 20c f.o.b., country points, for stuff coming to big centres, but for local centres even higher prices are being realized. This market continues to hold fairly firm.

Quality for season is well above average. Owing to efforts of Department of Agriculture to lessen losses gradually beginning to bear fruit, shrinkage has been less marked, and general quality better than in past seasons.

		Per dozen.
Eggs, case lots—		
New laids	....	0 29
Selects	....	0 27
No. 1s	....	0 24
No. 2s	....	0 21
Splits	0 19	0 20
New laid eggs, in cartons	....	0 30

CHEESE.—Cheese continues easier at country points, prices now being about ¼c below last week. Owing to high prices prevailing locally dealers are disgusted with situation, claiming they are making no money at all. Accordingly all efforts are being devoted to hammering prices down.

Cheese—	New.	Old.
Large	0 13	0 14½
Twin	0 13	0 15
½ Twin	0 13½	0 15
Stilton	....	0 17

POULTRY.—Spring geese are expected on market in about two weeks' time now. Poultry market on whole is only fair. Heavy arrivals are having tendency to bring prices down. Production seems fully as large, if not larger, than last year owing to a larger number of farmers going into chicken raising by incubator system.

		Per lb.
Frozen Stock, Dressed—		
Broilers		
Broilers, milk fed		
Chickens		
Ducks		
Fowl		
Turkeys	0 23	0 24
Fresh Stock—		
Broilers, spring		0 24
Broilers, spring, 3 lb. pr., dressed....		1 25
Ducks, spring, dressed	0 26	0 28
Ducks, old, dressed		0 16
Fowl, [illegible]	0 16	0 18
Fowl, dressed	....	0 21
Turkeys, old Tom, dressed	0 22	0 23

TORONTO.

PROVISIONS.—The advance in compound lard has been noted. Pure lard remains unchanged at last week's prices, but is firmer owing to the rise in hogs. The market in live hogs is taking no rest. Two weeks ago an increase was reported and a slight advance last week, but the upward movement became more active this week, and $9.65 for live hogs f.o.b. per cwt. was reached, with an even $10 for fed and watered. The scarcity of the supply is the reason assigned. One year ago live hogs f.o.b. were bringing only $7.85. The result, naturally, is still more to stiffen prices of hams and bacon. Boiled ham reflected the tendency of the market and 29c ceased to be quoted. Backs advanced 1c.

The high prices of meats are causing some grumbling among the wholesalers, who see a slicing of their margins. All stocks are low at the present time.

Hams—		
Light, per lb.	....	0 21
Medium, per lb.	....	0 21
Large, per lb.	**0 18**	**0 18½**
Backs—		
Plain, per lb.	0 24	0 25
Boneless, per lb.	**0 25**	**0 26**
Pea meal, per lb.	**0 24**	**0 25**
Bacon—		
Breakfast, per lb.	**0 20**	**0 21**
Roll, per lb.	0 16	0 16½
Shoulders, per lb.	**0 13½**	**0 14½**
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 15¾	0 16
Long clear bacon, heavy	**0 15**	**0 15¼**
Cooked Meats—		
Hams, boiled, per lb.	....	0 30
Hams, roast, per lb.	**....**	**0 30**
Shoulders, boiled, per lb.	**....**	**0 22½**
Shoulders, roast, per lb.	....	0 23½
Barrelled Pork—		
Heavy mess pork, per bbl.	**24 00**	**25 00**
Short cut, per bbl.	**28 50**	**29 00**
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 14	0 14¼
Tubs, 60 lbs., per lb.	0 14¼	0 14½
Pails, 20 lbs., per lb.	....	0 14¾
Pails, 3 and 5 lbs., per lb.	....	0 15½
Bricks, 1 lb., per lb.	....	0 15¾
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 10¼	0 10½
Tubs, 60 lbs., per lb.	0 10½	0 10¾
Pails, 20 lbs., per lb.	0 10¾	0 11
Hogs—		
Live, f.o.b., per cwt.		9 65
Live, fed and watered, per cwt.	....	10 00
Dressed, per cwt.	....	14 00

BUTTER.—Heavy stocks, good weather and plentiful offerings combined to draw the market down somewhat this week. While the best of creamery remained at 28c and a few choice lots at 29c, creamery solids dropped 1c to 24c and 25c. Other lines held steady.

Butter—	Per lb.	
Creamery prints, fresh	**0 26**	**0 28**
Creamery solids	0 24	0 25
Dairy prints, choice	**0 21**	**0 23**
Dairy solids	**0 20**	**0 22**
Separator prints	0 23	0 25
Separator solids	**0 21**	**0 22**

EGGS.—The inevitable has happened in the egg market. The unfortunate tendency towards carelessness on the part of the producer the last two or three weeks has produced a scarcity in selected eggs, with the great majority of the purchases branded "bad" or seconds. Produce men are receiving angry letters from farmers and merchants, whose cheques were influenced by the rejection process of the candlers, but the fault lies in the producer's direction only. With the supply of the best quality thus cut down, it is not surprising that 28c was paid for selected stock, with 1c additional in cartons.

Eggs, case lots—	Per dozen.	
Selected new laid	0 26	0 28
Selected new laid, in cartons	....	0 29
Fresh gathered	0 23	0 24
No. 2's	0 18	0 20
Splits	0 17	0 18

CHEESE.—In spite of the repetition of local cheese markets selling at prices that averaged half a cent lower than one week ago, the Toronto market refused to recognize them as an authority, and, though transactions went through at a shade easier rates, the tendency was to hold up close to last week's quotations. As one buyer explained it: "It is the English market that really fixes our prices, and in any case we hardly ever offer cheese for sale in Ontario until it is at least one month old.

"The make now is lighter than a year ago," he added, "partly owing to dried milk cutting a swath in the supply."

Cheese—		
Old, large	0 15	0 15¼
Old, twins	0 15¼	0 15½
New, large	0 14¼	0 14½
New, twins	0 14¾	0 15

HONEY.—A fair supply of this season's make is coming in. The price is slightly lower than last year to start with.

Honey, in combs, dozen	2 50	3 00
Honey, strained, per lb.	0 11	0 11½

Merchant Conducting Good-Egg Campaign

Walter Kidd, Indian River, Ont., Gives Strong Talk on Marketing Fresh Eggs Through His Own Store Paper—Tells Customers Frankly About Bad Eggs He Has Bought and Shows Convincingly How Community Loses.

Canadian Grocer has for many years been interested in the marketing of fresh eggs when they are fresh. Suggestions have been repeatedly made that the general merchant buying eggs from the producer should educate the latter towards the best methods for building up the egg trade.

One general dealer who is working successfully along this line is Walter Kidd, Indian River, Ont. A few weeks ago this paper reproduced a news sheet which Mr. Kidd is publishing to talk to his customers. In the third number of this he tells them about eggs. The talk is interesting, straightforward but judicious and undoubtedly should do much good in his district. It is worth reproduction:—

"You have read of the enormous losses caused each year by improper care of eggs. In the United States it sums up into the millions of dollars and in Canada the loss is in proportion. Economists are trying to evolve a plan whereby the loss will fall on the careless one and it will not be long before the one who markets stale and rotten eggs will have to stand the loss. That would very soon improve matters. Now, we have tried to educate our customers to bring in nothing but strictly new laid eggs not over seven days old, clean looking stock one would not be afraid to boil and place on the table. We have succeeded in a measure but there is still need for improvement.

A Reasonable Appeal.

Only a short time ago a certain party sold us eggs, as strictly new laid, which had been taken from an incubator. I presume they were taken out as unfertile in five days. These eggs sent out by us in good faith as new laid nearly lost us our best customer in Montreal. Had we lost this market it would have meant a loss to every customer in the store, as we would have had to lower the price. Did the party who sold those eggs ever think that it was doing his neighbor an injury? A few days after when packing eggs to ship we picked out four eggs which did not look healthy and upon breaking them found four well developed chickens. We would like to think these eggs were brought in innocently but what do you think? Imagine me guaranteeing my eggs as new laid and having a good customer boil them and place them on the table. Would he ever want any more?

Result Getting Argument.

"Do you know that the price we pay helps to keep up the price at nearby points? Two weeks ago we heard complaints from several points about the high price we were paying and requesting that we get the price down or it was intimated a "price war" would begin. It was said we were causing a great deal of commotion and trouble in the egg market. We are not paying more than we can afford if we get the right kind of stock. Neither do we regulate our prices by what others pay but give what we can and have a living profit for ourselves. It will pay you to gather your eggs as often as possible and market as often as you can. Keep the nests and eggs clean and use china nest eggs. There is money in eggs; get all out of them you can."

A campaign of this character if begun by every general merchant having difficulty with eggs must do a great deal to place this market on a much more sound footing.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ..each	0 04
100 books and over, each.	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancacke Flour per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black Currant	2 00
Red Currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

Red currant	2 00
Black Currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55

Marmalade.

Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90

Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes.	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 25
Diamond, ¼'s, 6 and 12-lb. boxes	0 26

Icings for Cake—

Chocolate, white, pink, lemon orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz.	0 90

Chocolate Confections—per lb.	
Maple buds, 5-lb. boxes	0 37
Milk medallions, 5-lb. bxs.	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 26
Nonpareil wafers, No. 1, 5-lb. boxes	0 31
Nonpareil Wafers, No. 2, 5-lb. boxes	0 26
Chocolate ginger, 5-lb. bxs.	0 31
Milk chocolate wafers, 5-lb. boxes	0 37
Coffee drops, 5-lb. boxes	0 37
Lunch bars, 5-lb. boxes	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box.	1 36
Royal Milk Chocolate. 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 5c bars, 24 bars, per box	0 85
Almond nut bars, 4 bars, per box	0 85

EPPS'S.

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N. S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s	0 26
" Vanilla sticks, per grs.	1 00
" Diamond chocolate, ½s.	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 34c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; Cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 21c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case.
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 doz.	5 40
Gold Seal Brand, ea. 4 doz.	5 25
Mayflower Brand, ea. 4 doz.	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz.	4 75
Clover Brand, ea. 4 doz.	4 75

Evaporated (Unsweetened)—

St. Charles Brand, small, ea. 4 dozen	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 dozen	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, ea. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50lb. case.

Terms—Net 30 days prepaid.

FLAVORING EXTRACTS.
SHIRRIFF'S

Quintessential.

1 oz. (all flavors) doz.	1 05
2 oz. (all flavors) doz.	2 00
2½ oz. (all flavors) doz.	2 30
4 oz. (all flavors) doz.	3 50
5 oz. (all flavors) doz.	4 50
8 oz. (all flavors) doz.	6 50
16 oz. (all flavors) doz.	12 00
32 oz. (all flavors) doz.	22 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottles (retail at 50c)	4 50
4 oz. bottles (retail at 90)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS

IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN, LIMITEE.

Montreal Agencies.

BASIN DE VICHY WATERS.

L'Admirable, 50 qts., cs.	5 00

VICHY LEMONADES.

La Savoureuse Champenoise Cork 50 qts., cs.	8 00
50 pts., cs.	5 00
La Savoureuse "Claret Brown." 100 pts., cs.	9 00
St. Nicholas Champenoise Corks. 50 qts., cs.	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. Olive Oil.

Cs. 25 11 lb. bars, lb.	0 08½
Cs. 200 3½ lb. pieces, cs.	4 00
Cs. 12 3 lb. bars, lb.	0 10½
Cs. 50 ¾ lb. pieces, cs.	3 75
Cs. 50 1 lb. sq. pieces, cs.	4 50
Cs. 50 1 lb. long pieces, cs	4 50
Cs. 200 300 grs. pieces, cs	12 00
Cs. 100 300 grs. pieces, cs	6 00
Cs. 200 200 grs. pieces, cs	7 50

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals. Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 90

Motts Golden Russett—

Sparkling Cider, 12 qts.	4 50
Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 sp.	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal.

Imported Peas "Soleil"

	Per case
Extra Fins, 50 1 kilo	14 50
Extra Fins, 100 ½ kilo.	15 00
Tres Fins, 100 ½ kilo	13 50
Fins, 100 ½ kilo	11 50
Mi-Fins, 100 ½ kilo	11 00
Moyens No. 2 100 ½ kilo.	9 50
Moyens No. 3, 100 ½ kilo.	9 00
Fins 1 Frs Petit & Cie, 100 ½ kilo	10 00
Moyens, 1 Frs. Petit & Cie, 100 ½ kilo	7 50

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25
Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ⅛ gal.	2 60

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases, 4 doz. each, flats, per case	5 40
Cases, 4 doz each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD

COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases, 3 lbs., 20 to case.	0 11¼
Cases, 5 lbs., 12 to case.	0 11⅛
Cases, 10 lbs., 6 to case.	0 11

F.O.B. Montreal.

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45
	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

VERMICELLI AND MACARONI

C. H. CATELLI CO., LIMITED.

Hirondelle Brand

	1 lb. pkgs.	Loose
Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs. cases	7	6½
Egg noodles, case 10 lbs. loose; case 60 pkgs, ½ lb. each	7½	7

Marguerite Brand.

Same assortment as above	6½	6
Egg noodles in 10 lb. cases, loose, in 60 pkgs., ½ lb. each	7	6½

Catelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lbs. (loose)		5½
30 lb. cases, 1. lb. packages		6

Terms, Net 30 days.

D. SPINELLI CO., Registered.

Globe Brand.

Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Alphabets 30 lb. case	7	6½

Spinelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lb. cases (loose)		5½
30 lb. cases, 1 lb. pkgs.		6

Terms—Net, 30 days.

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5,00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 80
1 gall., doz.	19 20
1-16 gall., gross lot	20 00

Don't Throw Money Away

by trying to cover the Western territory with salesmen who are only half acquainted with the ground, or who are totally ignorant of it. A territory only half worked might better be left alone. We have a large staff of representatives and five great warehouses in the best sections of the country, and are daily in touch with the entire Western trade.

Why not let us handle your accounts?

Nicholson & Bain, Wholesale Commission Merchants and Brokers

Head Office—WINNIPEG, MAN.

Branches : Regina, Saskatoon, Edmonton, Calgary, Lethbridge

BACON

Do not forget to put a piece of "Star Brand" English Bacon in the order for your customer when going to Camp or Summer Home. Boneless Bacon is the best and at the same time the cheapest line of either fresh or cured meats and will not fail to give your customer the best of Satisfaction.

Made under Government inspection.

F. W. FEARMAN CO.
LIMITED
HAMILTON
Established 1854

Every day—and—
every month
the sale of—

WETHEY'S
Condensed Mince Meat

is increasing.

Don't neglect your summer opportunities to sell our packaged mince meat.

Keep it to the front.

J. H. Wethey, Limited
St. Catharines, Canada

NATION'S

SPECIALITIES

Egg Powder
Custard Powder
Jelly Powder
Health Saline

Agents required where not already represented

E. J. NATION & CO.,
LIMITED
Bristol, England

TOMATOES, CELERY, PINEAPPLES, ORANGES, BANANAS.

Shipments of Fruits and Vegetables arriving daily.
—Get our quotations.
Prompt shipment assured.

LEMON BROS.
Owen Sound, Ontario

Tracuzzi's

Verdellis first to arrive

They're fine

Ask your Jobber for price now before the real demand starts.

"St. Nicholas"
"Puck"
"Home Guard"
"Queen City"

J. J. McCABE
Agent
Toronto, Ont.

Sanitary Cans

"The Can of Quality"

Tomatoes, Peaches, Pears, Plums, Apples.

Enamel Lined Cans for Strawberries, Raspberries, Beets.

Sanitary Can Co., Ltd.,
NIAGARA FALLS, ONT.

Local Fruits

Consisting of

Berries, Cherries, Gooseberries, Currants

Imported

CANTALOUPES	WATERMELONS
PEACHES	PLUMS
CHERRIES	APPLES
TOMATOES	CUCUMBERS

Direct importers from Everywhere.

The World Our Market.

WHITE & CO., LIMITED

Wholesale Fruit and Fish

TORONTO **HAMILTON**

Fresh Arrivals

Every day of all

Seasonable Fruits

Raspberries, Cherries, Currants, Cucumbers, Beans, Tomatoes, Peaches, Pears, Plums, Canteloupes, Watermelons, Bananas, Lemons

The House of Quality.

HUGH WALKER & SON

Established 1861

GUELPH **and** **NORTH BAY**

THE ARCTIC

A Handsome Refrigerator

The Arctic, in addition to being a perfect refrigerator from the refrigerating standpoint, is a handsome store fixture.

It is beautiful hardwood finish, and and the hardware is solid brass.

We have a great variety of designs and sizes. It will pay you to investigate the merits of the Arctic before purchasing.

JOHN HILLOCK & CO., LIMITED

TORONTO, ONTARIO

Agents in West: J. UPRICHARD **Regina, Sask.**
Quebec and Maritime Provinces: **WOLF, SAYER & HELLER**

YOUR CUSTOMERS KNOW THAT HEINZ QUALITY MEANS HIGHEST QUALITY IN FOOD PRODUCTS

They know, furthermore, that they can get their money back if any of

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

ever fail to please in any way.

They have confidence in the goods, and that's why the demand for Heinz foods is constantly increasing.

Did you ever stop to think how much you benefit by that established demand?

H. J. Heinz Company

The More

that women understand Fels-Naptha, the greater its popularity and the demand for it.

If all women knew just how much work Fels-Naptha soap so easily saves, few women, indeed, would be without it.

OUR GUARANTEE

If this polish damages your customer's piano, we'll pay for the piano. That's why live Grocers everywhere stock it. It sells, repeats, and brings new faces to a store.

Prestolene
(TRADE MARK)

THE PERFECT POLISH FOR PIANOS, FURNITURE AND ALL GLOSSED SURFACES

The International Specialty Co.
The PRESTOLENE People, Bridgeburg, Ont.

Order from your jobber, or The Harry Horne Co., 309 King W., Toronto. Leadlay, Limited, Bannatyne Ave., Winnipeg, Man.
Every package carries above guarantee in detail. Our travellers carry unique propositions.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Victoria, B.C.
Halifax, N.S.	Hamilton, Ont.
London, Ont.	Montreal, Que.
Ottawa, Ont.	Quebec, Que.
St. John, N.B.	Toronto, Ont.
	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, General Manager Western Canada
TORONTO

53 Highest Awards in Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA

Registered Trade-Mark

Our Cocoa and Chocolate preparations are **Absolutely Pure** — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co. Limited
Established 1780
Montreal, Can. Dorchester, Mass.

A Few Dollars More a Week

makes a big difference in your yearly income.

Have you ever thought how you might add to your weekly salary without interfering with your regular work?

Will you let us solve this problem for you?

So far this year, we have shown seventy-five enterprising and ambitious clerks how to make $5.00 a week more during their spare hours. They will each make this additional salary every week this year, and longer should they wish.

If you would like us to show you, write to-day.

This is genuine.

THE MACLEAN PUB. CO.
143-9 University Ave., Toronto

D. & J. McCallum
Perfection Scotch
Whiskey

One of the most widely advertised Scotch Whiskies of the day. McCallum's Perfection Scotch is distinctive in flavor, and is noted for its mellowness of age. It does not have that "smoky" taste of most Scotch whiskies.

Stock McCallum's Perfection
WM. E. McINTYRE, LIMITED
General Agent
23 WATER STREET - - ST. JOHN, N.B.

RICE'S SALT

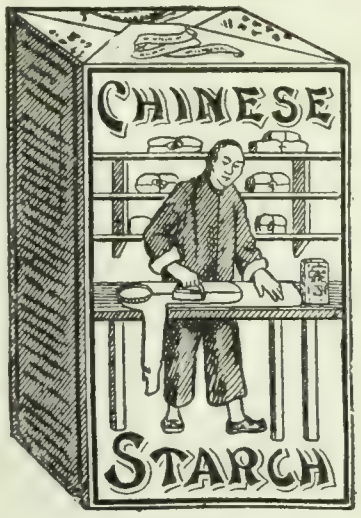
"The Salt That's All Salt"

Pure Salt to the very last grain, uniform and of superior quality. Send for a trial order and prove for yourself that Rice's is all we claim it to be.

Write for prices. Prompt Shipment

THE NORTH AMERICAN CHEMICAL CO., Ltd.
CLINTON, ONT.

No need for the housewife to wilt over the ironing board



Sell her the only starch that contains the secret process oil that makes the iron slide easily.

Chinese Starch

imparts a perfect gloss with least effort, also adds a faint aroma to the linen. Full 16 oz. to the package.
Chinese Starch satisfies and keeps on selling.

Ocean Mills, Montreal

O. Lefebvre, Prop.

AGENTS:—Standard Brokerage Co., Vancouver, B.C.; John J. Gilmor, Winnipeg, Man.; Harry Horne & Co., Toronto, Ont.; Norman D. McPhie, Hamilton, Ont.; The Lawrence Nfld. Co., Ltd., St. John's, Nfld.; J. J. McKinnon, Charlottetown, P.E.I.; Boivin & Grenier, Quebec, Que.; Eug. Foliot, St. Pierre, Miquelon; Scott, Boyd & Co., Port of Spain, Trindad, B. W. I.; Desmarais & Gregoire, Chicoutimi, Que.; and all the Wholesale Grocers throughout the Dominion.

TRADE MARK KEYSTONE BRAND REGISTERED

Housecleaning Season is at hand

and with it comes the demand for Whitewash Brushes, in fact Brushes of almost all kinds. See that your stock of Keystone Brand Brushes is complete. They are the most reliable in the market.

Manufactured by

Stevens-Hepner Company Limited

PORT ELGIN, - Ontario

BUY

STAR BRAND

Cotton Clothes Lines

AND

Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers

SEE THAT YOU GET THEM

The Money Market

GENERAL BUSINESS CONDITIONS. REAL ESTATE, BOND AND STOCK DEVELOPMENTS

are discussed every week in

THE FINANCIAL POST OF CANADA

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THE FINANCIAL POST OF CANADA

"The Canadian Newspaper for Investors."

TORONTO - - - CANADA

Two Lines That Every Dealer Should Support

for good sound business reasons. There are hundreds of men in your neighborhood whom you can muster around to your store for their tobacco supplies if you handle these quality tobaccos.

Rose Quesnel

a pure Canadian smoking tobacco which all smokers pronounce a favorite.

King George Navy Plug

A chewing tobacco made from specially selected tobaccos and perfect in every respect.

See your wholesaler, or drop us a line.

Rock City Tobacco Co.

Limited

QUEBEC

EVERY POUND OF ANCHOR BRAND FLOUR

easily makes good bread

such as you will be told everywhere it is used. . "I simply set it in the evening away from any stove, and, next morning, I take and knead the dough a little bit, add a little more flour, let it stand for about an hour and a half, then shape it and put it in the oven without closing the oven door for a little while—then I close the oven door, using a moderate heat for the baking, and in every instance I can guarantee splendid bread if the flour is 'Sovereign.'

Thousands of householders use **Anchor Brand Flour**, Sovereign grade, and never worry about the quality of their bread.

Leitch Brothers' Flour Mills, Ltd.

Makers of "ANCHOR BRAND FLOUR"

Oak Lake, - - Manitoba

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

"COW BRAND" Baking Soda

For satisfaction and profit there is no line of Baking Soda quite so good as COW BRAND.

It's invariably pure, of full strength, and reliable, and is always in demand by the careful cook!

Order from your jobber

CHURCH and DWIGHT Limited

Maunfacturers
MONTREAL

We have them

Giant

Prince

Globe

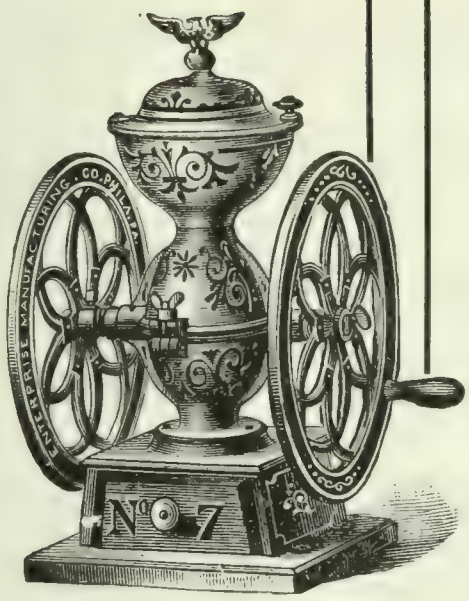
Beaver

Fruit Jar Rings

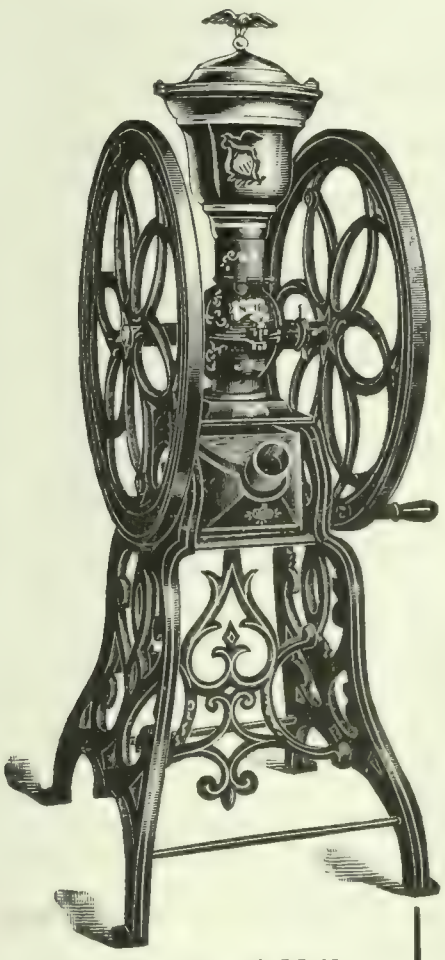
Quality Guaranteed

Walter Woods & Co.

HAMILTON and WINNIPEG



No. 7—Counter Mill



No. 16—Stand Mill

In buying a coffee mill you should consider the character under the brilliant finish.

Enterprise Coffee Mills have proven their character and stability by many years of service. Enterprise Mills have done grinding for dealers the country over for a period of over 40 years. They are quality through and through.

"Enterprise" Coffee Mills

are made under our own patents by expert mechanics. The grinding system gives absolutely uniform, perfect results. There is no crushing of the coffee, but an even grind to the fineness desired, regulated to suit requirements.

The "Enterprise" mills represent both quality and service, and are made in all styles in hand or electric power.

Get our Catalog and prices before ordering.

The
ENTERPRISE MFG. CO.
OF PHILADELPHIA

Patented Hardware Specialties
Philadelphia, U.S.A.

29 Murray St.
New York

530 Golden Gate Ave.
San Francisco

176 North Dearborn St.
Chicago

Sardines with the real sea flavor "KING OSCAR"

By Special Royal Permission

From the moment the sardine is taken from the water until it is packed in hermetically sealed tins it goes through its several operations in the utmost cleanliness, and so quickly that it still retains its true sea flavor. Being packed in the finest quality olive oil it retains this flavor.

"KING OSCAR" Sardines represent the most tasty and nutritious fish produced on the market to-day.

Get them from wholesalers.

CANADIAN AGENTS:

J. W. Bickle & Greening

(J. A. Henderson)

Hamilton, Ontario

THE British Columbian Fisheries, Limited

Salmon Packers

SALMON BRANDS:—
"Location"
"Dreadnaught"
"Aliford Bay"

FRESH FISH

FISHING STATIONS:—
Skidegate
Aliford Bay
Cumshewa

Manufacturers of FISHMEAL, FERTILIZER, and SKIDEGATE DOG FISH OIL and RAT FISH OILS

OFFICES—
Bank of Ottawa Building
VANCOUVER

25 Victoria St.
LONDON, ENG.

Telegrams "Fishfoods" Vancouver

Superlative Quality Consistently Maintained

Malcolm's preserved milk products are noted for their high and unvarying quality—only the richest and purest cow's milk being used.

Grocers should tone up their stocks with the Malcolm lines. Your customers will appreciate them.

Order from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax. We will prepay freight up to 50c per 100 lbs.

St. George Evaporated Milk, 4 doz. in case $3.60
Princess Condensed Milk, 4 doz. in case.. 4.50
Banner Condensed Milk, 4 doz. in case... 5.25

J. Malcolm & Son, St. George, O n

They're Rowat's

and that is saying much for any pickle. Rowat's pickles, relishes, etc., have that distinctive flavor known only to themselves — the flavor that has made the name Rowat's famous in the pickle world.

They represent good profits for the grocer and extra value for the consumer.

Rowat & Co.

Glasgow, Scotland

CANADIAN DISTRIBUTORS

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba, and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

Pacific Coast Fish

Order your requirements from the most progressive fish concern on the continent.

The Canadian Fishing Company, Limited

VANCOUVER, BRITISH COLUMBIA

Producers and shippers of all varieties of fish — fresh, frozen, smoked, salted and kippered.

Write us for prices and information.

Quality and Service Unequalled

Say This and MEAN IT!

"Madam, this is the best Table Salt we sell—it is always clean, dry and fine—it never cakes, flows evenly from the shaker, and flavors food as it should be flavored."

WINDSOR Table Salt

is the only salt to use in cooking or baking—pastries are crisp and flaky, with absolutely no trace of a bitter after-taste.

The Salt will prove you to be right.

The Canadian Salt Co., Limited

Windsor, Ontario

Goods With An Appearance —Goods With A Reputation —Goods With A Profit

CONNOR'S High Class Sea Foods, Brunswick Brand, are prepared in the most modern factories on the Atlantic coast; employ the most skilled help; secure the pick of the fishermen's catches; pack the goods scientifically in the most sanitary tins obtainable, and in consequence have the goods with good appearance, reputation for quality and good payers of profit.

Our aim has always been to co-operate with the wholesale and the retail grocer and to give the consumer a good article at a fair price.

Look over your stock, Mr. Grocer, and see what "Connors'" lines you are short. Then order, of the following list:

¼ Oil Sardines,
¾ Mustard Sardines,
Kippered Herring,
Herring in Tomato Sauce,
Finnan Haddies
(oval and round tins)
Clams,
Scallops.

CONNORS BROS., LIMITED

Black's Harbor Limited

AGENTS:—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

EUREKA
REFRIGERATORS

fill the requirements of the modern store

The experience of over a quarter of a century is behind the manufacture of Eureka Refrigerators. All the most modern improvements for perfect refrigeration on strictest sanitary principles are embodied in the **Eureka.**

Before buying secure one of our catalogs containing prices and explaining in detail the workings of the **Eureka** dry cold circulating air method.

Eureka Refrigerator Co.,
Limited
54 Noble Street, TORONTO

Montreal Representative
JAMES RUTLEDGE,
Tel. St. Louis 3076

Distributing Agents, Walter Woods & Co., Winnipeg

Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

ANTI-DUST

Here is a compound with cleansing properties unknown to others. Housewives who use it once never try any other, for the simple reason that the fresh odor left behind proves to her satisfaction that none could be better. Anti-Dust is packed in attractive tins, and allows the retailer a good margin of profit.

We want a distributor in Western Canada.

Sapho Mfg. Co., Limited
MONTREAL

Ontario Agents: MacLaren Imperial Cheese Co., Limited
Fenwick & Hendry, Kingston, Ont.

Western Soaps
made to suit Western water

Good profits for dealers

"YOUNG-TOM" WASHING POWDER for washing clothes, floors, dishes, windows, etc., performs a maximum of service with minimum labor. It does not injure the hands.

"PURITY" LAUNDRY SOAP, a cake soap for those who prefer soap in the lump form. Gives splendid satisfaction.

GLYCERINE PUMICE, a soap which thoroughly cleanses the hands without injury to the skin.

UNCLE TOM TAR SOAP. A perfect shampoo soap and a boon to roughened complexions and hands. Fragrant and soothing. A most pleasing adjunct to the bath.

PURE OLIVE OIL SOAP. The purest soap made. A splendid cleanser and a toilet delight for particular people. Wash the Baby with Pure Olive Oil Soap.

We also make Liquid Olive Oil Soap, Liquid Olive Oil Shampoo, and Liquid Tar Shampoo.

GET OUR PRICES.

Young-Thomas Soap Co., Ltd.
Regina, Sask.

PACKARD'S WHITE "O" Shoe Polish

For Cleaning
White Canvas Belts, Shoes, Helmets, Etc.

PUT UP IN FOUR STYLES—viz:

Paper Wrappers at	**.50 a doz.**
Paper Boxes at	**.75 a doz.**
Wood Boxes at	**1.00 a doz.**
Zinc Boxes at	**1.50 a doz.**

A big seller at this time. For sale by all jobbers.

L. H. Packard & Co. Ltd
MONTREAL

DEALERS HEAVILY FINED.

Convicted of the Charge of Selling Adulterated Pepper—The Retailers' Protection.

In Hamilton, Ont., during the past week three retail grocers were fined for selling adulterated white and black pepper. The fines in each case, including costs, amounted to $40. The pepper was found to be adulterated with pepper tissues and foreign stone cells.

In Newmarket, Ont., a grocer was charged also with selling adulterated black pepper. The fine imposed was $30, including costs. He pleaded not guilty, but acknowledged the sale to the inspector who made the prosecution.

Edit. Note.—In this connection retailers should remember that if they demand and secure a warranty that the goods are pure from the manufacturer selling them they are immune from fines. This is their protection, and they should avail themselves of it in buying from houses not known to be reputable.—Canadian Grocer.

SAND IN THE PEPPER.

Three More Grocers Convicted of Selling Adulterated Pepper—Fourteen Others on Trial.

Seventeen Montreal grocers were arraigned last week on the charge of selling adulterated spices. The evidence showed that a large quantity of sand had been mixed in the pepper. Three pleaded guilty and were fined $5 and costs each, and the rest will be tried later. The Dominion Food Inspector, J. J. Costigan, said that sand was being sold in black pepper to an alarming extent and the co-operation of the local health officers and the Provincial Board of Health had been requested.

It cannot be maintained, however, that the retailer is to blame in all these cases. He sells the goods as they are bought from the manufacturer, neglecting in many instances to inquire as to their purity. But if every dealer made it a firm rule in buying to know exactly what he was getting there would not be so many of these fines registered against the retail trade.—Canadian Grocer.

If you want protection use Todhunter, Mitchell & Co.'s Spices. They manufacture pure spices only.

TODHUNTER, MITCHELL & CO., - Toronto

Sterling BRAND

Sweet Midget Pickles

Small, neatly bottled pickles with the true fresh-from-garden flavor, crisp as the day they were picked are the "Sterling" qualities of Sweet Midget Pickles.

Have you this distinctive bottle on your shelves? It is a business getter and holder.

Send for trial order to-day.

THE
T. A. LYTLE CO.,
LIMITED

Sterling Rd., Toronto

"TARBOX BRAND, TORONTO"

Chemically Treated Dry Dusting Mops and Cloths

Dustless Floor Polisher

Made safe from Marring Room or Furniture—No. 1, 10 in. head, $1.50. No. 2, 14 in. head, $2.00.

Stand washing with soap and HOT water. Chemical is a Germicide.

Antiseptic, as the chemicals disinfect the dust particles as soon as collected.

Sanitary, as the dust particles are collected, not scattered.

Economical, as the absorbent qualities last as long as the fibre, renewing themselves after each washing.

The floor is left with a high, dry polish that is neither slippery, greasy, nor yet sticky.

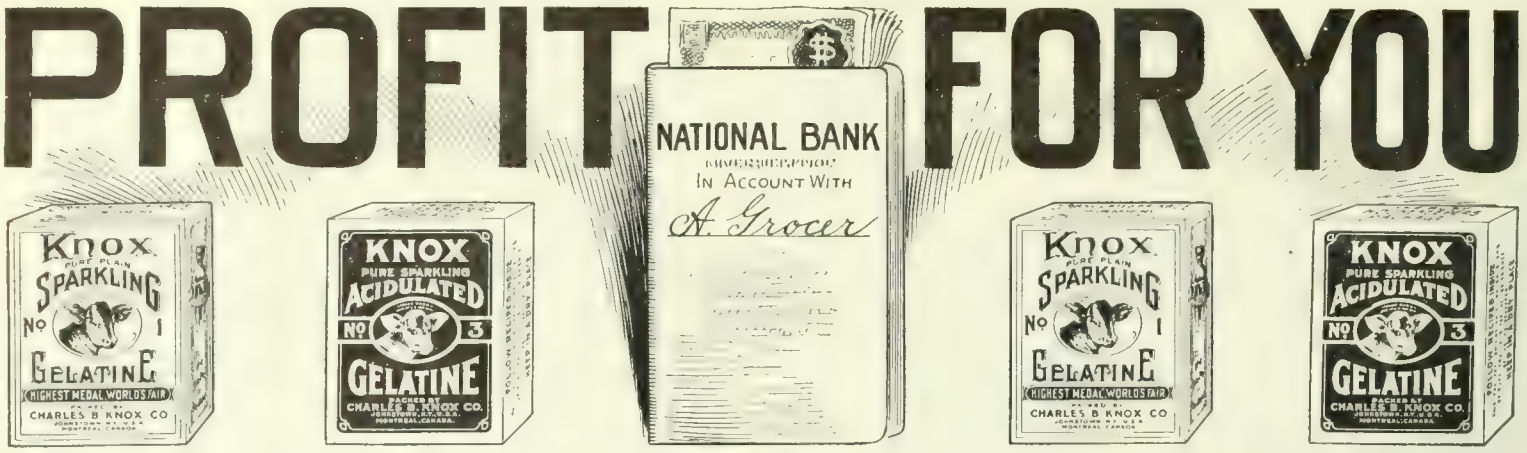
A natural feature of the chemical is to exude sufficient moisture for dusting purposes.

There is a 40% profit in this line. Goods supplied through jobbers, or direct.

Indicate your interest by sending us your address.

TARBOX BROS., Toronto, Ont.

PROFIT FOR YOU



You make a splendid profit out of the fifteen cents per package for which KNOX GELATINE retails. You make this profit OFTEN, because Quality, Quantity, Big Moneysworth, Satisfied Customers, and Persistent Advertising keep the sales lively. Our advertising features both KNOX SPARKLING GELATINE No. 1 and KNOX SPARKLING ACIDULATED GELATINE No. 3, so, both are easy to sell. The ACIDULATED contains an extra enevlope of LEMON FLAVOR, a convenience your customers will appreciate. You are sure of **steady** sales and **good profits** when you

"Make KNOX your gelatine leader".

CHARLES B. KNOX COMPANY

Johnstown, N.Y.

Twenty-six and a half cents on every dollar is yours

Every dollar you invest in "Richards' Quick-Naptha" and "Richards' Pure Soap" will give you a net profit of 26½c., to say nothing of the tremendous satisfaction you will give your patrons with every sale.
This satisfaction means a growth of your soap business and incidentally the development of your other departments. Housewives appreciate the superior quality of these soaps—they are economical and very effective without much rubbing.

Sold through the wholesale trade.

A ROYAL TEA HOUSE

The United Kingdom Tea Co. are now starting to open up Agencies in all Towns and Cities of Canada, with only ONE HOUSE in each place that will control this TEA. Apply now to Kirkwood & Sons, 176 Dupont Street, Toronto. U. K. TEAS are put up mixed and black, in ¼, ½ and 1 pound packages; each case contains 30 lbs. Terms 90 days, freight paid on 5-case lots for all import orders from London, England; half freight allowed from stock in Toronto.

30 cent quality will cost you	23 cents
40 cent quality will cost you	27 cents
50 cent quality will cost you	33 cents
75 cent quality will cost you	46 cents
$1.25 quality will cost you	75 cents

Figure your profits and compare with other Package Teas.
The $1.25 Tea is used by King George V.

In one sense this may be said to be a Royal Tea House. The United Kingdom Tea Company, Ltd., London, England, hold Warrants of Appointment to H.M. King George V., and H.M. Queen Alexandra, H.R.H. the Duke of Connaught, and others, of the Royal Family; and are, likewise, Tea Merchants to both the House of Lords and House of Commons. The Company's tea is regularly supplied in the hotels and restaurants of the London and North Western Railway Company, the Great Western Railway Company, the Great Northern Railway Co., and the Great Eastern Railway Co., in upwards of three thousand other hotels and institutions, in numerous clubs, colleges, schools and hospitals, and to many of the canteens and messes of the Army, as well as to thousands of customers all over the world. The directors are Messrs. C. E. Ayshford, C. V. Henderson, and J. H. Morphew, and the continued success of the house is primarily due to these gentlemen, supported, as they are, by a picked staff, like themselves, of practical men. A long list of gold medals and awards carried off at great exhibitions attest to the value of the Company's output. There are branches at Dublin and Bombay, and Continental depots at Paris, Vienna, Berlin, Milan, Bucarest, and Galatz, whilst agencies exist in almost every part of the civilized world.

RED RIDING HOOD BRAND

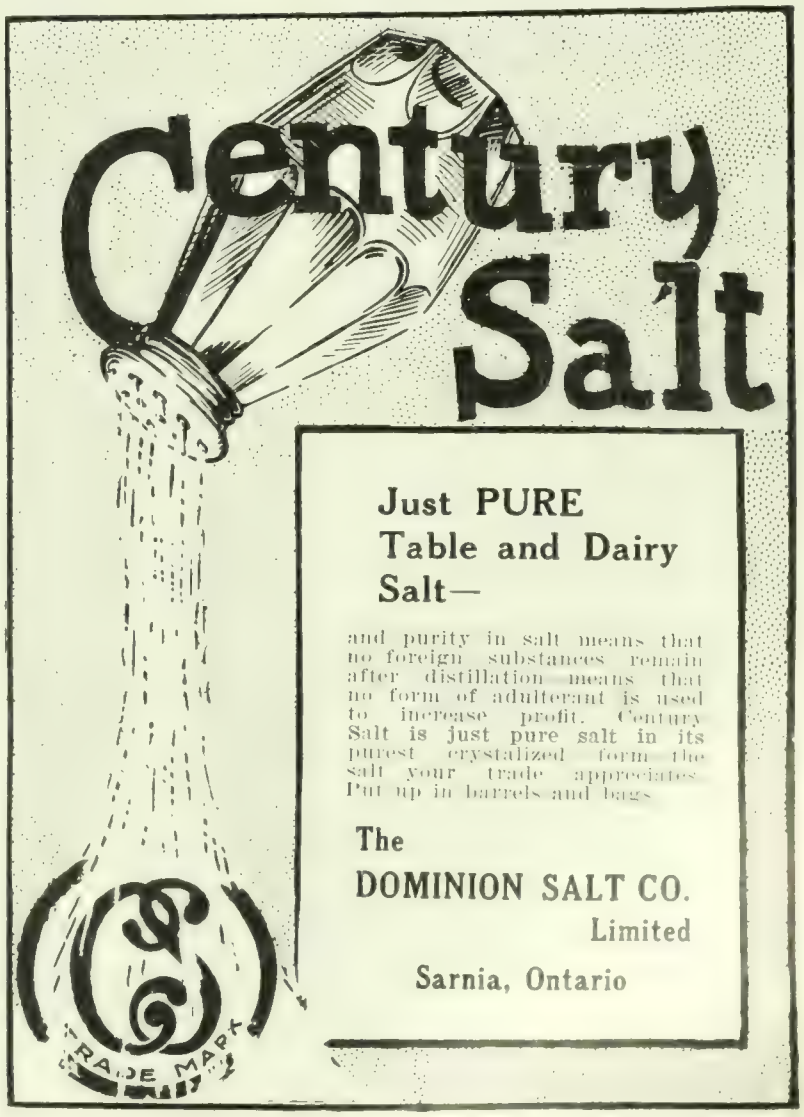
5 lb. SLIP TOP CAN

5 lb. SLIP TOP CAN

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta—W. H. Dunn, 396 St. Paul Street, Montreal.
Toronto—Lind Brokerage Co., 47 Wellington St. E.
Ottawa—E. M. Lerner & Sons, 11 York Street.
British Columbia and Yukon—Kirkland & Rose, 312 Water Street, Vancouver.

Century Salt



Just PURE Table and Dairy Salt—

and purity in salt means that no foreign substances remain after distillation means that no form of adulterant is used to increase profit. Century Salt is just pure salt in its purest crystalized form the salt your trade appreciates. Put up in barrels and bags.

The DOMINION SALT CO. Limited

Sarnia, Ontario

CLASSIFIED ADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

FOR SALE

NEW ARCTIC REFRIGERATOR, SIZE 7 ft. x 9 ft. x 10 ft. high (up-to-date), bargain for quick sale. Also new Toledo Scale. Apply Box 322, Simcoe, Ont.

GROCERY FOR SALE

HIGH-CLASS GROCERY AND PROVISION business and fixtures for sale. Situated in Toronto, on corner in rapidly growing locality. Modern equipment; 2 delivery outfits, coffee mill, computing scales and interior fittings. Lease can be renewed at reasonable terms. Communicate direct with us, D. M. Johnson & Co., Real Estate, 948 Gerrard St. E., Toronto.

REPRESENTATIVES WANTED

A SIDE LINE FOR COMPETENT SALESmen—a commission of 25% will be paid to salesmen of ability calling on grocery, drug, cigar stores, confectionery stores, etc., throughout Canada. Strictly high-grade goods manufactured by largest concerns in Canada. Only men of ability need apply, and by letter only. H. Jackson, Room 724, 64 Wellington St. W., Toronto.

SIDE LINES WANTED

TRAVELLER CALLING ON THE RETAIL trade and mines in Northern Ontario would like some good side line. Address A. L. Box 155, Byng Inlet, Ont.

WANTED

WANTED — GROCERY BUYER FOR BUSIness of $250,000 a year. Address, Box 487, Canadian Grocer, 143 University Ave., Toronto.

MISCELLANEOUS

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro', Ont., solicits your orders.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St., West, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. tf

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

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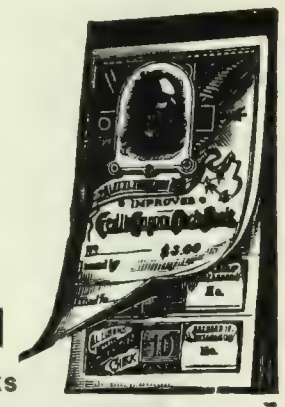

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WRAPPING PAPER
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PINK SALMON, finest quality, ½ lb. tins	-	" "	-	.60 "

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FINEST SELECTED	-	28 lbs.	-	.06½ lb.
FINE OFF STALK	-	28 lbs.	-	.05½ lb.

CANADIAN SARDINES

½ lb. tins, pure olive oil, 100 tins, only - - - - $7.50 cs.

We have the finest assortment of goods in Groceries, Wines, etc.

GET OUR PRICES SATISFACTION GUARANTEED

L. CHAPUT, FILS & CIE., LIMITEE

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Marseilles produces none better. That's why we have them.

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Preserves That Smack *of the* Fresh-From-Tree, Bush *and* Vine Flavor

CAIRNS' JAMS

Genuine "Old Country" Quality

There is to-day an irresistible tide sweeping over the whole civilized universe—the tide of "Pure Food Demand." It is growing so rapidly that dealers and manufacturers who dealt in and manufactured foods that did not come up to the standard are quickly changing over.

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They please the better trade.

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Buy your Motor truck to-day and pay for it as it pays for itself

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Brantford Motor Truck Co., Limited

Brantford, Canada

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Chivers' Table Jellies

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ONLY WEEKLY GROCERY PAPER PUBLISHED IN CANADA

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII. PUBLICATION OFFICE: TORONTO, AUGUST 1, 1913 No. 31

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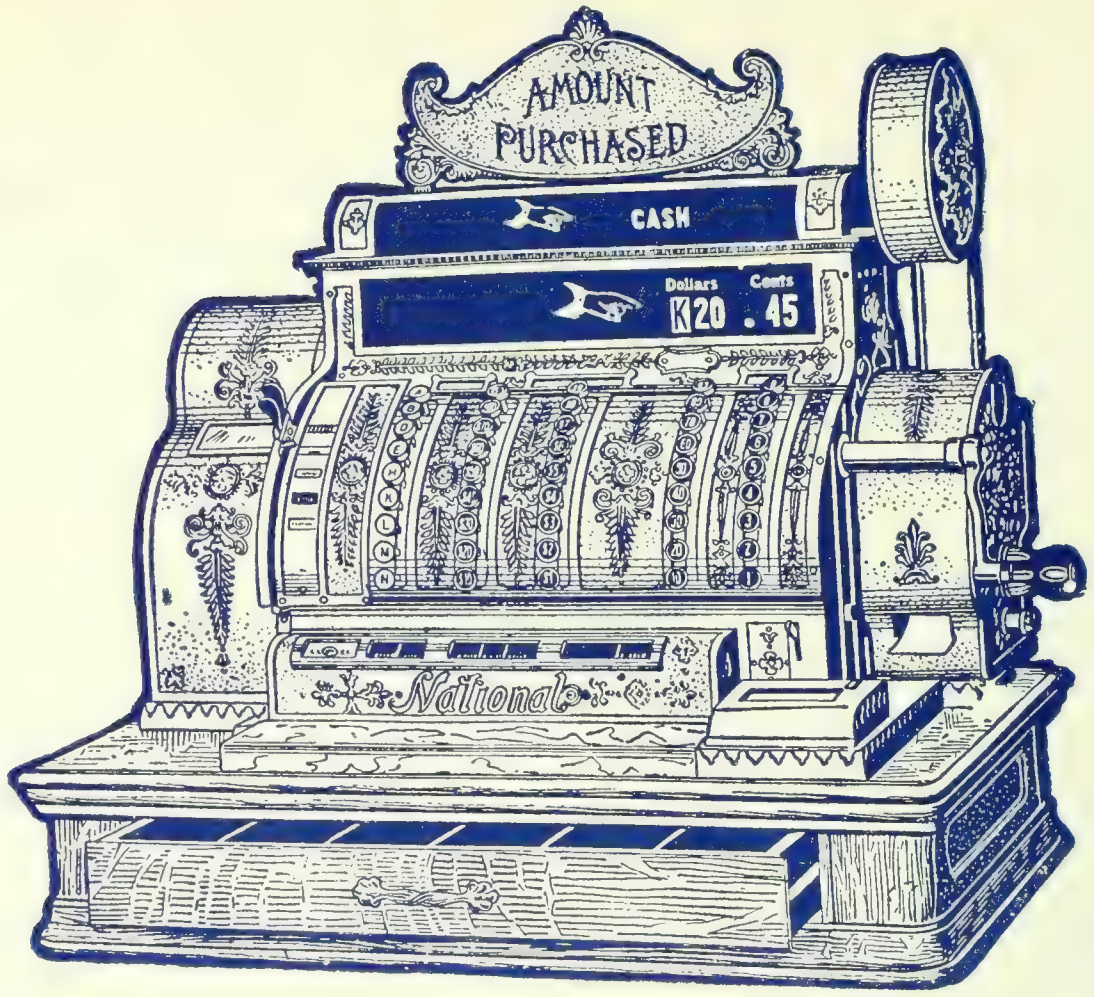

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Canadian Factory: Toronto, Canada

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—the finest catch, packed right
—attractively labelled

Thistle Brand Haddies are selected from the finest catch for their excellent quality. They are prepared and packed right where they are caught and while the fresh ocean flavor still clings to them.

Besides being prepared in a most scientific manner they are packed in improved seamless tins which further helps to preserve their excellent flavor.

This is a strong selling point for you, Mr. Grocer. They are put up in half and one pound sizes.

Stock up now.

Arthur P. Tippet & Company
Agents

Montreal **Toronto**

Prepared in Copper Kettles Boiled in Silver Pans Packed in Gold Lined Pails and Glass.

Mr. Grocer:—

We have the price and quality.

Compare ours with other makes before placing your orders for fall.

WAGSTAFFE PURE JAMS

New Season's Strawberry, Raspberry, Black Currant, etc., now ready for delivery.

Kindly get your orders in quickly, to avoid disappointment.

Wagstaffe Limited - - Hamilton, Can.

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Reindeer Brand Condensed Milk

is in demand the year round for household and nursery purposes.

It is most carefully prepared and sterilized by the most modern processes — There is no danger of impurity.

Borden lines sell the year round because the quality brings the people back for more as their supplies get low.

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BORDEN MILK COMPANY, Limited

"LEADERS OF QUALITY"

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver

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Satisfaction Guaranteed

The housewife who bakes her own bread has no **scientific** reason for using **White Swan Yeast**—she doesn't try to figure out the "why" of its superiority—it is enough for her that with it her bread rises higher, more evenly and regularly.

WHITE SWAN NEVER FAILS

Surity of Purity

Order From Your Wholesaler or Direct

WHITE SWAN SPICES & CEREALS LIMITED

TORONTO - - - ONTARIO

Mr. Grocer

You know we have the quality. Our prices below speak for themselves. They knock the bottom out of the talk about the high cost of living.

E. D. SMITH & SON'S Pure Jams, Jellies, Marmalade, Catsups, Grape Juice.

Note especially those prices starred below

These prices are F.O.B. WINONA with a freight allowance of 25c. per 100 lbs. to points where the freight is over 25c. per 100 lbs., to other points are delivered if ordered in three case lots or over.

PURE JAMS.	GLASS 12 oz. 24 in case per doz.	GLASS 16 oz. 24 in case per doz.	TIN No. 5's 9 in case per pail.	TIN No. 7's 6 in case per pail.	WOOD 30 lb. pails. per lb.
*Red Raspberry Black Raspberry *Black Currant Blackberry Cherry Pineapple Marmalade	1.50	1.90	.61	.85	.11
Red Raspberry and Red Currant Red Raspberry and Gooseberry Pear Blueberry	1.40	1.80	.55	.80	.10½
Assorted *Gooseberry *Peach Red Currant	1.35	1.75	.52	.75	.10
Green Gage Grape	1.30	1.50	.48	.69	.08
*Orange Marmalade	1.20	1.50	.47	.67	.08
*Plum Red	1.15	1.45	.46	.66	.07¾
Strawberry	sold	sold	sold	sold	sold
JELLIES.					
*Crab Apple	1.00	1.45	.45	.64	.07
Quince Strawberry Grape	1.40	1.85	.57	.80	.10½
Assorted	1.50	1.90	.60	.83	...
*Red Currant	1.75	2.20	.69	1.00	.13
Red Raspberry Black Currant	1.75	2.30	.74	1.09	.15½

TOMATO CATSUP.

E.D.S. Brand, in 10 oz. Bottles, 24 in case	$1.55	per dozen
E.D.S. Brand, in 10 oz. Bottles, 5 case lots	1.45	per dozen
E.D.S. Brand, in Pint Bottles, 24 in case	2.00	per dozen
E.D.S. Brand, in Pint Bottles, 5 case lots	1.90	per dozen
E.D.S. Brand, in Stone Jugs holding an Imperial Gallon, 6 in case, 90c per gallon, package included		
E.D.S. Brand, in No. 10 Tins (Nominal Gallons), with screw top, 6 in case	5.50	per dozen
E.D.S. Brand, in 2 lb. Tins, 24 in case	1.10	per dozen
Ben Hur Brand, in 10 oz. Bottles, 24 in case	1.00	per dozen
Ben Hur Brand, in Pint Bottles, 24 in case	1.40	per dozen
Ben Hur Brand, in 2 lb. Tins, 24 in case	.75	per dozen
Ben Hur Brand, in No. 10 Tins (Nominal Gallons), 6 in case	4.00	per dozen

E. D. SMITH & SON, Limited

Winona, Ontario

AGENTS:—Newton A. Hill, Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N.S.; J. Gibbs, Hamilton.

Does It Pay You

Mr. Grocer, to crowd your shelves with goods which REMAIN there?

Would you not rather see them emptied BY YOUR CUSTOMERS each day and re-loaded for your next day's business?

The READY SALE, the QUICK TURN-OVER and the SATISFIED CUSTOMER are what spell SUCCESS to you.

A SHELF OF

Clark's Pork and Beans

will empty more quickly, more frequently, and with better results than any other brand.

CLARK'S label and QUALITY are synonymons.

W. CLARK, MONTREAL

CANNED

Increase your margin of pro

There is an impression in some quarters that Canadian Peas are not procurable in the finer grades. This, of course, is an entirely erroneous idea,—Dominion Canners, Limited, pack Peas in four grades, all Peas of these grades being thoroughly sieved, washed, and carefully picked over.

Dominion Canners' (Ltd.) Peas are graded as follows:

First, finest grade, sieve No. 1, sometimes sold as "Petits Pois," "Extra Sifted," "Petits Pois Fin" or "French Sifted."

Second, next finest grade, known as sieve No. 2, and generally labelled "Sweet Wrinkle," also sometimes known as "Little Gem."

Third, sieve No. 3, generally labelled "Early June." Also occasionally as "Sifted June."

Fourth, sieve No. 4, generally known as "Standards," and occasionally as "Marrowfats," "English Garden," etc.

NOTE—The finer the grade the smaller and more tender the Pea.

Years ago Peas were sold under one grading, the Peas in the cans being of all sizes, and it was impossible to produce a good product. Even yet some packers, not having the necessary machinery, pack their Peas in this way.

A great deal of expensive machinery is required to facilitate the sorting out the Peas according to their proper grades, and that is one of the reasons why the finer grades cost more than the coarser.

The 'Dominion Canners' operate the most complete Pea can-

Dominion Canners

PEAS

y selling the finer grades.

ning plants in the world, and their process is mechanical from the field to the can.

The 'Dominion Canners' claim for their Peas, that they are greatly superior to the Green Peas, which the ordinary householder is able to secure on the market or from the greengrocer, because they are **canned, almost without exception, within a few hours after they are picked,** whereas the other Peas are usually several days' old before reaching the householder, and consequently they are hard and tasteless.

It will pay you well to study the "Pea Question" closely and to figure out for your own satisfaction, that **you can make a far better margin of profit by selling your customers the finer grades.** Therefore, you should **instruct your salesmen** in all cases where householders ask for Peas, to call their attention to the superior quality of the finer grades, and the better satisfaction they will have by paying the small additional price for the better quality.

Note particularly that you will pay **only 2½c. per dozen tins more for 'Dominion Canners' "Early June" Peas than for their "Standards," and 2½c per dozen more for their Sweet Wrinkles than for their "Early Junes." Suppose you ask only 1c. more on each can of "Early Junes," your profit is 9½c. per dozen tins, over and above what you would make by selling "Standards."** If you sell the "Sweet Wrinkles" at a price of 2c. per tin over "Standards" **you make an additional profit** over what you would make by selling "Standards" of **about 19c per dozen,** and you have the satisfaction of knowing that your customer is getting excellent value for her money.

When placing your orders for Peas, see that you order a liberal supply of the finer grades.

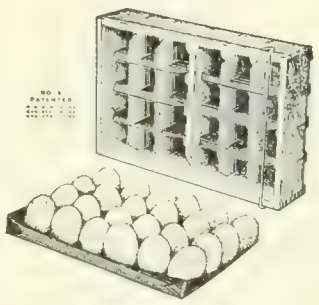
The 'Dominion Canners, have made the difference in prices between these grades as small as possible, in order to **encourage the consumption of the finer grades.**

If you will write the 'Dominion Canners' Limited,' Hamilton, they will send you samples and explain to you more fully how you can make more money by selling the finer grades of Peas.

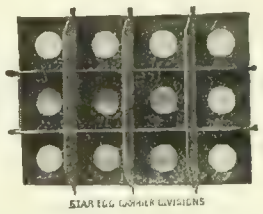
Yours faithfully,

Limited, Hamilton, Canada

Better Store Service



TWO DOZ. SIZE



This is the aim of the modern, up-to-date grocer. He knows also that Store Service does not stop at the best values in merchandise and courteous treatment, but that in order to build up his trade and hold it, he has got to have a satisfactory and economical DELIVERY SYSTEM.

ONE DOZ. SIZE

Star Egg Carriers and Trays

are made expressly for the SAFE DELIVERY OF EGGS, and brace up your entire store service, because they show your clerks the value of system in producing speed and accuracy.

Star Egg Carriers and Trays

have proven the most economical egg delivery also, as they pay for their installation, and then become an asset and a profit-maker to you.

IF YOUR JOBBER CANNOT SUPPLY YOU, WE WILL.

Star Egg Carrier and Tray Mfg., Company

1500 JAY STREET, ROCHESTER, N.Y., U.S.A.

ROYAL SHIELD SPECIALTIES

Behind the **Royal Shield** label is a quality of goods that is appreciated by the better trade—unparalleled service for the grocer. Our offices and warehouses are situated at central distributing points as mentional below.

Among our lines are: Royal Shield Tea, Royal Shield Coffee, Royal Shield Jelly Powders, Shield Baking Powder, Royal Shield Extracts.

Drop a card to-day for a trial order. It will pay you to get in touch with us.

CAMPBELL BROS. & WILSON, LIMITED
WINNIPEG

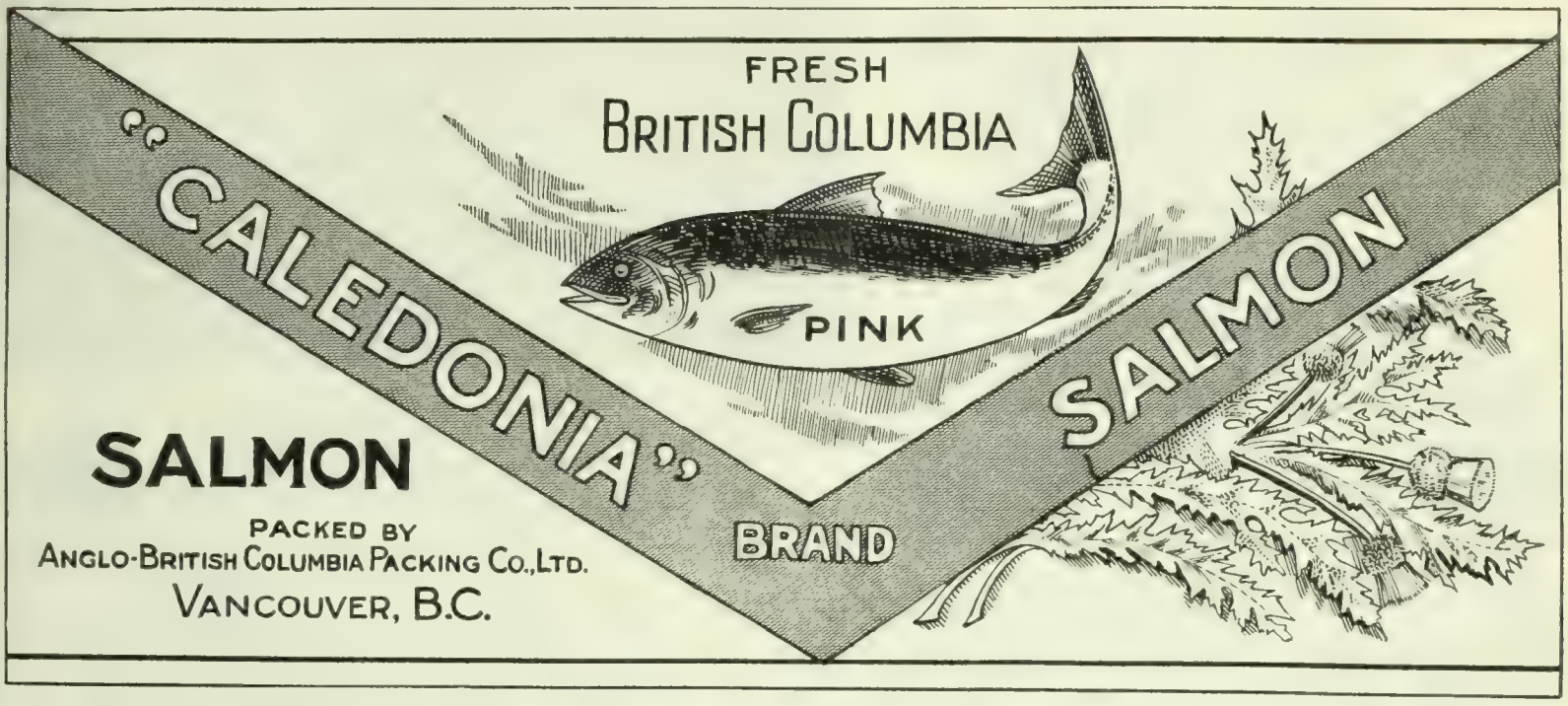
CAMPBELL, WILSON & ADAMS, LIMITED
SASKATOON

CAMPBELL, WILSON & HORNE, LIMITED
CALGARY. EDMONTON & LETHBRIDGE

CAMPBELL, WILSON & STRATHDEE, LTD.
REGINA

Wholesa e Grocers and Importers.

Fresh British Columbia



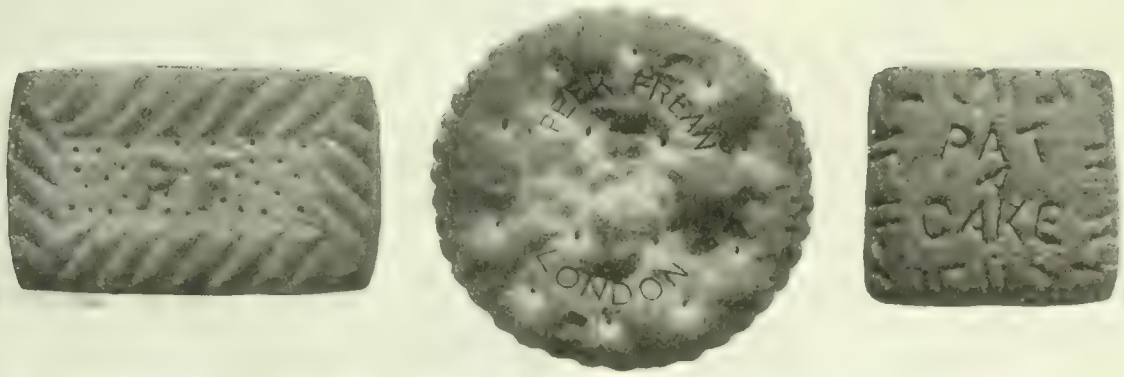
H. Bell-Irving & Co.,
Limited (Agents)
Vancouver, B.C.

SALMON

Selected Fish

Early Run

THREE VERY POPULAR BISCUITS



P.F SHORTCAKE
Delicious shortbread biscuits.
About 32 to pound.
About 325,000,000 sold first year.

GOLDEN PUFF
Very light and flaky.
About 42 to pound.

PAT-A-CAKE (reg'd)
Dainty shortbread squares.
About 60 to pound.
Over 425,000,000 sold in one year.

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Toronto—The Harry Horne Co., 309 and 311 King St. West, Toronto.
Ottawa and Eastern Canada—Frank L. Benedict & Co., Read Building 45 St. Alexander St., Montreal.

PEEK, FREAN & CO., Limited, Biscuit Manufacturers

LONDON - ENGLAND

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store —and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED

WALKER PATENTED BINS

Berlin, Ontario

REPRESENTATIVES:
Manitoba: Watson & Truesdale, Winnipeg, Man.
Northern, Sask.: North-West Specialty Co., Saskatoon, Sask.
Southern Sask. and Alta.: J. N. Smith, Box 695, Regina, Sask.
Vancouver: Western Plate Glass Co., 318 Water St.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
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WALKER PATENTED BINS

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.

MEADOW CREAM SODAS

Delicious and Crisp

The value to the merchant and the satisfaction to the customer depends very largely on the length of time sodas stay fresh. Then, too, the ready sale of the sodas ensures quick turnover, and incidentally no stale stock.

Meadow Cream Sodas retain their crisp deliciousness indefinitely, and therefore sell readily. Have you tried them out? If not, introduce them to your patrons now. Send to-day.

The

W. J. Crothers Co.

Kingston, Ontario

THE BEST OF THEM ALL.

By Royal Letters Patent

NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen, can be obtained from

W. G. PATRICK & CO. LIMITED

St. Paul St., Montreal.
York St., Toronto.

Greatly increased demand for BOVRIL

Since the publication of the remarkable experiments with Bovril upon Human Subjects recently reported by the British Medical Association, the demand for Bovril has enormously increased. By these experiments the Body-Building Power of Bovril was proved to be from ten to twenty times the amount taken.

It will pay you to stock Bovril. Bovril sells itself. Send your order to-day and secure a share of this rapidly growing trade.

There is also an increasing demand for

Bovril Cordial

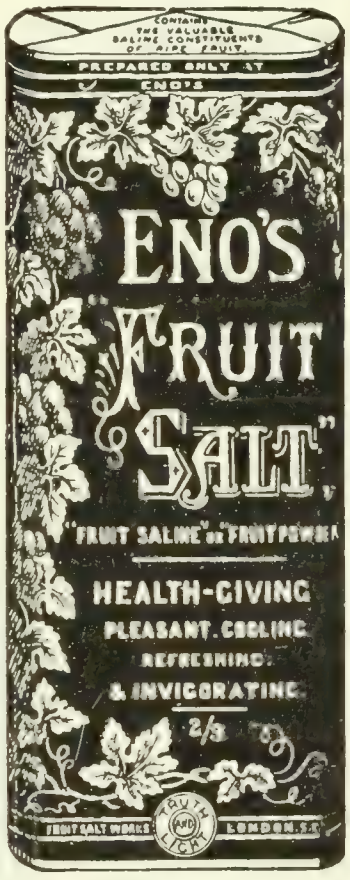
Bovril Cordial has the same Body-Building Power as Bovril, and is even more quickly soluble in hot water.

BOVRIL, LIMITED,
27 St. Peter Street, MONTREAL.

An amount of Bovril proportionate to the small black circle has been proved to produce an increase in flesh and muscle corresponding to the large white circle, showing the Body-Building Power of Bovril to be from 10 to 20 times the amount taken.

Every Household and Travelling Trunk ought to contain a bottle of

ENO'S "FRUIT SALT"



A gentle natural aperient that stimulates the organs of elimination.

A delightful sparkling draught that children like, that invalids can safely take without fear of griping or weakening effects.

Travellers need this valuable preparation to prevent sea-sickness, train-sickness, and illness caused by sudden changes of water or climate.

If you suffer from Constipation, Biliousness, or Indigestion, the regular use of

ENO'S "FRUIT SALT"

will promptly correct the disorders and greatly improve your general health.

This world-famous aperient has been in use for forty years, and to-day stands unrivalled.

"It is not too much to say that its merits have been tested from Pole to Pole, and that its cosmopolitan popularity presents one of the most signal illustrations of Commercial enterprise to be found in our trading records."

Sold by Chemists and Stores throughout the World

Prepared only by

J. C. ENO, Ltd., FRUIT SALT WORKS, London, S.E.

Carr & Co.'s Carlisle Biscuits

have their own distinct following. People who know good biscuits, use good biscuits, demand good biscuits, are the people who buy Carr's Biscuits.

The mere "say so" that you handle Carr's Biscuits puts you into the front rank of a quality salesman.

For prices, etc., write to-day

CARR & CO. CARLISLE ENGLAND

AGENTS—Wm. H. Dunn, Montreal and Toronto; Hamblin & Brereton, Limited, Winnipeg and Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.

A Few Turns---Your Coffee is Ground

NO EXPENSE TO OPERATE

This feature, along with the lifetime durability of the mill and the perfection of the work it does is good reason why you should install one of the ELGIN NATIONAL COFFEE MILLS.

Write to-day to any of these jobbers for our illustrated catalog:

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CALGARY—Campbell, Wilson & Horne, Ltd., and P. D. McLaren, Ltd.
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelly, Douglas Co., Ltd.; Empress Manufacturing Co.

MADE BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.

A ROYAL TEA HOUSE

The United Kingdom Tea Co. are now starting to open up Agencies in all Towns and Cities of Canada, with only ONE HOUSE in each place that will control this TEA. Apply now to Kirkwood & Sons, 176 Dupont Street, Toronto. U. K. TEAS are put up mixed and black, in ¼, ½ and 1 pound packages; each case contains 30 lbs. Terms 90 days, freight allowed on 5-case lots for all import orders from London, England; full freight allowed from stock in Toronto.

30 cent quality will cost you	23 cents
40 cent quality will cost you	27 cents
50 cent quality will cost you	33 cents
75 cent quality will cost you	46 cents
$1.25 quality will cost you	75 cents

Figure your profits and compare with other Package Teas.
The $1.25 Tea is used by King George V.

In one sense this may be said to be a Royal Tea House. The United Kingdom Tea Company, Ltd., London, England, hold Warrants of Appointment to H.M. King George V., and H.M. Queen Alexandra, H.R.H. the Duke of Connaught, and others, of the Royal Family; and are, likewise, Tea Merchants to both the House of Lords and House of Commons. The Company's tea is regularly supplied in the hotels and restaurants of the London and North Western Railway Company, the Great Western Railway Company, the Great Northern Railway Co., and the Great Eastern Railway Co., in upwards of three thousand other hotels and institutions, in numerous clubs, colleges, schools and hospitals, and to many of the canteens and messes of the Army, as well as to thousands of customers all over the world. The directors are Messrs. C. E. Ayshford, C. V. Henderson, and J. H. Morphew, and the continued success of the house is primarily due to these gentlemen, supported, as they are, by a picked staff, like themselves, of practical men. A long list of gold medals and awards carried off at great exhibitions attest to the value of the Company's output. There are branches at Dublin and Bombay, and Continental depots at Paris, Vienna, Berlin, Milan, Bucarest, and Galatz, whilst agencies exist in almost every part of the civilized world.

Do your customers sometimes complain that the coffee "wasn't quite the same last time"—that it "didn't seem quite so fresh as usual?"

You can prevent these complaints once for all by keeping only Coffees that never vary.

CHASE & SANBORN'S
Coffees

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

Brantford Cold Storage Co., Limited
Wholesale Produce Merchants.
Dealers in Eggs, Butter, Cheese, Honey and Poultry.
In Car Lots a Specialty.
A Modern Cold Storage for Public Storing.
BRANTFORD, ONT.

Japan Teas on Spot
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Ask for samples.
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Import—Export 'Phones { Office 2190 / Residence 1556
NORMAN D. McPHIE
MERCHANDISE BROKER
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Handling General Grocery, Spice and Produce Lines
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W. G. PATRICK & CO.
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Manufacturers' Agents and Importers
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W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

CONVENIENT, MODERN, WAREHOUSING
at Ottawa, tracks at the door, connection with steamers. Fireproof. Excise Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.,
46-52 Nicholas Street - - Ottawa

FIREPROOF WAREHOUSE
We solicit your business for Storage and as Forwarding Agents.
The FIREPROOF WAREHOUSING CO., LTD., London, Canada.

WESTERN PROVINCES.

ORR & McLAIN
Importers, Buyers and Manufacturers' Agents
Domestic and Foreign Agencies Solicited
507 Confederation Life Building, Winnipeg

H. P. PENNOCK & CO., LTD.
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturers wanting live representatives.

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

Eastern Manufacturers Limited
Manufacturers' Agents,
Saskatoon, Saskatchewan.
Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established. 15 Years
Domestic & Foreign Agencies Solicted

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

WESTERN PROVINCES—Continued.

HOLLOWAY, REID & CO.
Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

NORTH-WEST SPECIALTY CO.
Manufacturers' Agents
Cover Saskatchewan completely. All large centres visited monthly. Open for agencies for all kinds of Store Fixtures and Specialties. Warehousing facilities.
Suite 109 Willoughby-Sumner Stock
Saskatoon, Saskatchewan.

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines, Domestic and Foreigh agencies solicited.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
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Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS
and
MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

When writing advertisers kindly mention having seen the advertisement in this paper

Manufacturers' Agents and Brokers' Directory

(Continued.)

Western Provinces—Continued.

SIMPSON PRODUCE CO. Winnipeg Man.

Will be pleased to discuss with agents or manufacturers of Bakers', Butchers' or Grocers' specialties, the introduction of their lines to the Prairie Provinces—we go direct to the trade or through the Jobbers.
Dealers in High Class Produce and Provisions.

Simpson Produce Co. 248-252 Princess St. Winnipeg Man.

LEADLAY LIMITED
332 Bannatyne Ave., Winnipeg, Man.

Grocery Brokers & Importers.
"Eiffel Tower Lemonade."
"Foster-Clarkes Cream Custard.

BRITISH COLUMBIA.

McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission Agents

352-6 Cambie St., Vancouver, B.C.

Can give strict attention to a few first-class Grocery Agencies. Highest References.

O'Loane, Kiely & Co., Ltd.

WHOLESALE GROCERY BROKERS
CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY
We cover British Columbia and Alberta
Head Office - - Vancouver, B.C.
Reference: The Bank of Montreal.

WORLD **RENOWNED**

BRAND **STUHR.**

STUHR'S
GENUINE CAVIARE,
ANCHOVIES IN BRINE
(Salted Sardels).

In Tins and Glasses.

"Please ask for our offer"

C. F. STUHR & CO., HAMBURG.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

SHIP YOUR CARS TO
FERGUSON'S SIDING

Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.

FERGUSON BROS., Warehousemen, 123 Bannatyne Ave., WINNIPEG, Can.

We have records in our vaults covering ten years' satisfactory service.

C. E. DISHER & CO.
WHOLESALE GROCERY BROKERS AND COMMISSION AGENTS
CANNED AND DRIED FRUITS, BEANS, SALMON
Victoria VANCOUVER, B.C. Calgary

E. O. CORNISH
COMMISSION AGENT
Canned Goods a Specialty
821 Pender St. W., Vancouver, B.C.

The CAMPBELL BROKERAGE CO.

Manufacturers' Agents and Commission Brokers.

We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.

857 Beatty Street . Vancouver B. C.

McCANN & LANGFORD
Winch Building Victoria, B.C.
Manufacturers' Agents and Commission Brokers.
We can give special attention to a few good agencies. Anything we handle we push
References: Bradstreets, Royal Bank, Union Bank.

The CHAMBERLAIN-DOWNEY Company, Limited.

Wholesale Jobbers & Manufacturers' Agents.
Grocery, Confectionery and Tobacco Specialties.
Correspondence solicited on Domestic and Foreign Lines.
TRACKAGE AND WAREHOUSE, 1214 Homer Street, Vancouver, B. C.

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

When writing advertisers, kindly mention having seen the ad. in this paper.

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you.
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia
These powders are very good for children cutting their teeth.
48 Powders for 25 cents
DIRECTIONS

are a simple but effective remedy in all forms of headaches—a remedy which every merchant can recommend as a quick and sure cure.

Try *Mathieu's Nervine Powders* yourself at our expense as per coupon attached, if you don't know them and are a sufferer from headaches.

As a remedy for colds and bronchial troubles Mathieu's Syrup of Tar and Cod Liver Oil has become famous and this sister preparation —Nervine Powders—is rapidly winning its way.

The J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name .....
With (Name of firm) .....
Street .....
City or town .....Prov.....

Tartan BRAND

THE SIGN OF PURITY

COFFEE

GROWN, ROASTED AND BLENDED FOR GROCERS WHO VALUE SATISFIED CUSTOMERS

Royal Stewart
A blend of the highest grade to satisfy particular people.
Retails at 45c.

Gordon
A blend of high grade Coffees, pleasant and satisfying.
Retails at 40c.

Highland Lassie.
A blend of good Coffees to retail at
35c.

Rob Roy
Cheap in price but worthy in quality.
To retail at 30c.

BALFOUR, SMYE & CO., Wholesale and Manufacturing Grocers **HAMILTON**

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax, - N.S.

A Seasonable Line

OUR NEW

Sandwich and Salad Olive

all ready for the table

Pimento Stuffed
Celery Stuffed
Plain Pitted

in salad form

Ask your wholesaler for this 8 oz. bottle.
Retails at 25c.

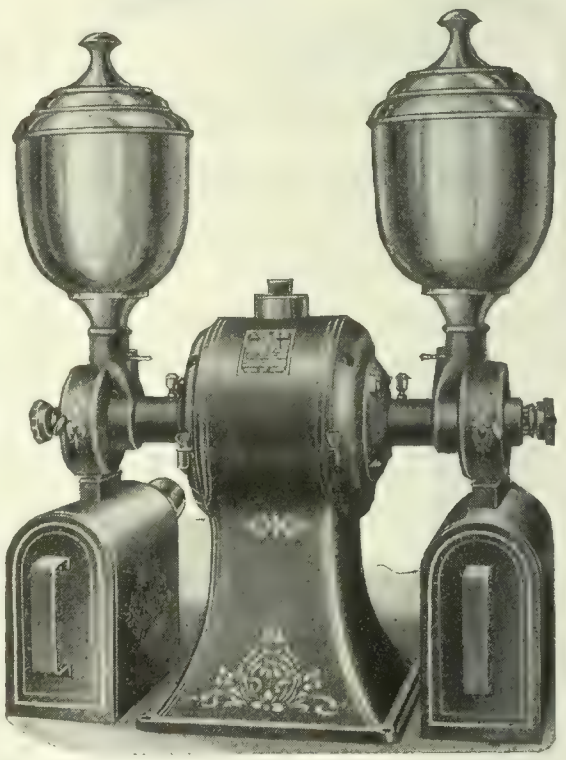
Gorman, Eckert & Co.
LONDON, ONTARIO

Western Selling Agents:
MASON & HICKEY, Winnipeg

More Than Ever in a Class by Itself

One of our 12 new models. Wouldn't it be a good idea then to look into the Coles? It ranks with the best and meets your price. 26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO.
1615 North 23rd St. PHILA., PA.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

THIS IS THE SEASON

when so much depends on prompt shipment of all sugar orders.

Order St. Lawrence Sugars

and you will get shipment same day.

Messina Lemonade Powder

Just the thing for this hot weather. The truest lemon flavor is there. If you want any better, well, you will have to take a lemon itself.

Each Tin a Repeater,
And a Tin of Profit.

Henri Jonas & Co., Montreal

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

BUY
"Redona" and "Matador"
SHELLED
ALMONDS

The most popular amongst the Grocery and Confectionery Trades

COSMELLI & COMPANY

Packers and Shippers of the well-known Red "C" and Red "B" Fruit Pulps.

Monument Buildings, London, England

HOLDS EVERY SIZE BAG FROM ¼ TO 10 LBS.

hangs right above the counter ready for use. Saves time, space and waste in bags. **No hole punching** or any extra trouble whatsoever, simply lay the bags in their respective compartments. Quicker service a certainty. No up-to-date store should be without one.

Selling Agents for Canada:
KILGOUR BROS.
21-3 Wellington St. W., Toronto

O. P. McGREGOR
Patentee and Manufacturer
411 Spadina Ave., Toronto

L. & B.

BANNER BRAND JAMS AND JELLIES

Stand at the very top for high quality, quick selling and profitableness in fresh fruit products. Most aggressive dealers know that profitableness in Jams and Jellies depends on certain essentials. These are: delicious, fresh, full fruit flavored goods, the kind that makes repeats and sells at a moderate price. L. & B. Banner Brand fills these essentials to the letter. That is why they are so popular.

LINDNERS LIMITED

340 Dufferin St:, TORONTO Phone Park 2985

Representatives:—The Amos B. Gordon Co., Toronto; Watt, Scott & Goodacre, Montreal; H. D. Marshall, Ottawa, Ont.; C. A. Monroe, New Brunswick; W. H. Lyne Usher, Nova Scotia and Prince Edward Island; H. Donkin & Co., Vancouver; Western Office at Winnipeg.

CANNED GOODS

We are overstocked in Tomatoes 3's, Canned Peas, Standard Brand, Sweet Wrinkle, Early June, Canned Corn, 2's. Get our prices on these lines before purchasing elsewhere.

Canned Salmon, Red Sockeye, Fraser River, Cohoe and Pinks, Popular brands, 1 lb. tall tins. We have a big stock which we are anxious to dispose of.

Macaroni, in 25 lb. boxes. We have a large quantity on hand which we are selling at special price.

Domestic Sardines, for new pack direct shipment, when ready, at $2.85 per case, freight prepaid, in 5 case lots and over. For prompt shipment from our warehouse at $3.00 per case.

Currants, Fine, Filliatras dry cleaned in Patras, Greece, in H|C loosely packed at 6½c per lb.

Molasses, in half barrels, quality guaranteed, at 28c per gallon.

On the first of next month, we commence our annual stock taking, and our travellers have two weeks holidays and get credit for the business that comes off their various territories. Our values will speak for themselves. Send us your order per mail or telephone at our expense. We wish to thank our numerous customers for their valued orders.

ROBT. SIMPSON & COMPANY

Wholesale Grocers, Importers of Teas, Coffees, Spices, Etc.

29-31 CHARLES ST., HAMILTON, ONT.

Why Run This Risk?

ALL grocers have noticed the activity of the Government in regard to adulterated spices. More than 30 grocers have been fined during past two weeks for selling adulterated pepper. These fines and expenses have amounted to over $1,000.

And this is just the beginning. There is no need for any grocer to run the risk of losing his good reputation by handling doubtful or adulterated spices.

Pure Gold Spices are all guaranteed to meet the Government requirements in every way. All the recent Government bulletins confirm this. Every grocer should write the Inland Revenue Department, Ottawa, and ask for copies of these bulletins, which are free on request.

If you wish to be **sure** of your position place your order with the leading firm manufacturing **only** pure goods.

The
Pure Gold Manufacturing
Company
TORONTO

"The Truth and Nothing but the Truth"

Glassco's Invite Comparison and Guarantee Supreme Quality *in* JAMS, JELLIES, MARMALADES *and* CATSUPS

Made only from the ripe, sound fruit of the choicest variety. Preserved with perfect cleaness and care.

Guaranteed to be the best Product in Canada

A trial shipment will convince you—otherwise your money back and charges paid.

MR. MERCHANT:—

Before ordering any of the above foods—write or wire (collect) us for samples or a trial shipment. Don't order or don't keep it unless it is everything we claim. All our foods are fresh—**No held-over stock**

Remember, quality helps demand and makes the goods more readily marketable.

We invite correspondence.

We use nothing but the Famous Oakville Strawberries

GLASSCO-LIMITED
HAMILTON and OAKVILLE

Preserving Plant **Oakville, Ont.**

A complete stock kept in Winnipeg

Messrs. H. W. Glassco & Co. Agents—Confederation Life Building.

"One Grade Only and that the Highest"

JAPAN TEAS

show a wonderful improvement in quality and price this season. There is no other tea more worthy of the jobber's attention at the present time from a MERIT and PROFIT standpoint.

FURUYA & NISHIMURA

PURE STRAWBERRY JAM
CHIVERS' QUALITY

We are in a position to protect you for your requirements in Strawberry and other Jams, either immediate or future delivery, and can supply you with CHIVERS' QUALITY.

Do not buy the first jam offered you, thinking you will not be able to secure your supplies. We can protect you, and besides guaranteeing delivery we can save you money and give you CHIVERS' Quality.

Our bookings are quite heavy owing to the complete satisfaction given by CHIVERS' goods in the past. Get in touch with our travellers or write us direct and take advantage of our SPECIAL 1913 INTRODUCTORY OFFER ON CHIVERS' LINES.

FENWICK, HENDRY & CO.
Manufacturing Wholesale Grocers
KINGSTON, ONTARIO

Please the Taste of Refined Canada

as well as the discriminating British Isles. Cairns' Scotch Jams are made of the purest cane sugar and fresh, ripe fruits only—they're of a distinct British quality.

Try Cairns'.

ALEXANDER CAIRNS & SONS
PAISLEY, SCOTLAND

Canadian Agents:— SNOWDON & EBBITT, Montreal. McLEOD & CLARKSON, Vancouver.

Litster Goods

are made good enough to guarantee. They recommend themselves and sell themselves wherever introduced. Is the best any too good for your trade?

Litster Pure Food Co.,
Limited
TORONTO

THE VERY FINEST CEYLON TEA

IS USED TO UPHOLD THE UNEXCELLED REPUTATION ENJOYED BY

To fully satisfy your customers give them "SALADA." Each grade contains the finest tea possible and is of absolutely uniform quality. Remember the sale is guaranteed.

"SALADA"

LONDON, ENG. 41 Eastcheap | BUFFALO 11 Terrace | NEW YORK 198 W. Broadway | TORONTO 32 Yonge St. | MONTREAL St. Paul St. | BOSTON 34-35 S. Market St. | CHICAGO 361 N. River St. | DETROIT Shelby Block

Branches also in Pittsburg and Philadelphia

Protection from the Summer Heat

This is not an advertisement of a summer resort, but a straightforward talk to grocers who are not observing the best method to big cheese profits.

Summer heat, flies, and insects go together—all are destructive to cheese and deteriorating to its value. This is the remedy—

The Perfection Cheese Cutter and Cabinet

It is the only properly sanitary and absolutely practical device for retaining cheese in a store in summer. *CHEESE* has to be displayed well to sell it. Get a wood and glass cabinet that displays and protects the cheese at the same time.

Write us to-day for further convincing proof of the PERFECTION CHEESE CUTTER as a summer guardian of your cheese.

American Computing Co. of Canada

Hamilton Canada

Made in Canada

No Bitter Flavor To These

When you hear a housewife complain that the mustard is bitter you can rely upon it that it is neither

COLMAN'S or KEEN'S MUSTARD

IN SQUARE TINS

They are always uniform in quality and flavor and of superior strength. The trade demands the best; these brands supply it.

Magor, Son & Co., Limited

Agents for the Dominion of Canada

403 St. Paul Street, Montreal

Toronto Office, 30 Church Street

The Grocer on the 'Phone!

"Corn Starch, Madam — yes — BENSON'S, of course—it certainly is useful for lots of dishes —The Best? It has been the leader for over 50 years!

"STARCH FOR WASH DAY? SILVER GLOSS is the Home Laundering Starch, Madam — yes, it is easily soluble in hot or cold water — it comes in large crystal lumps.

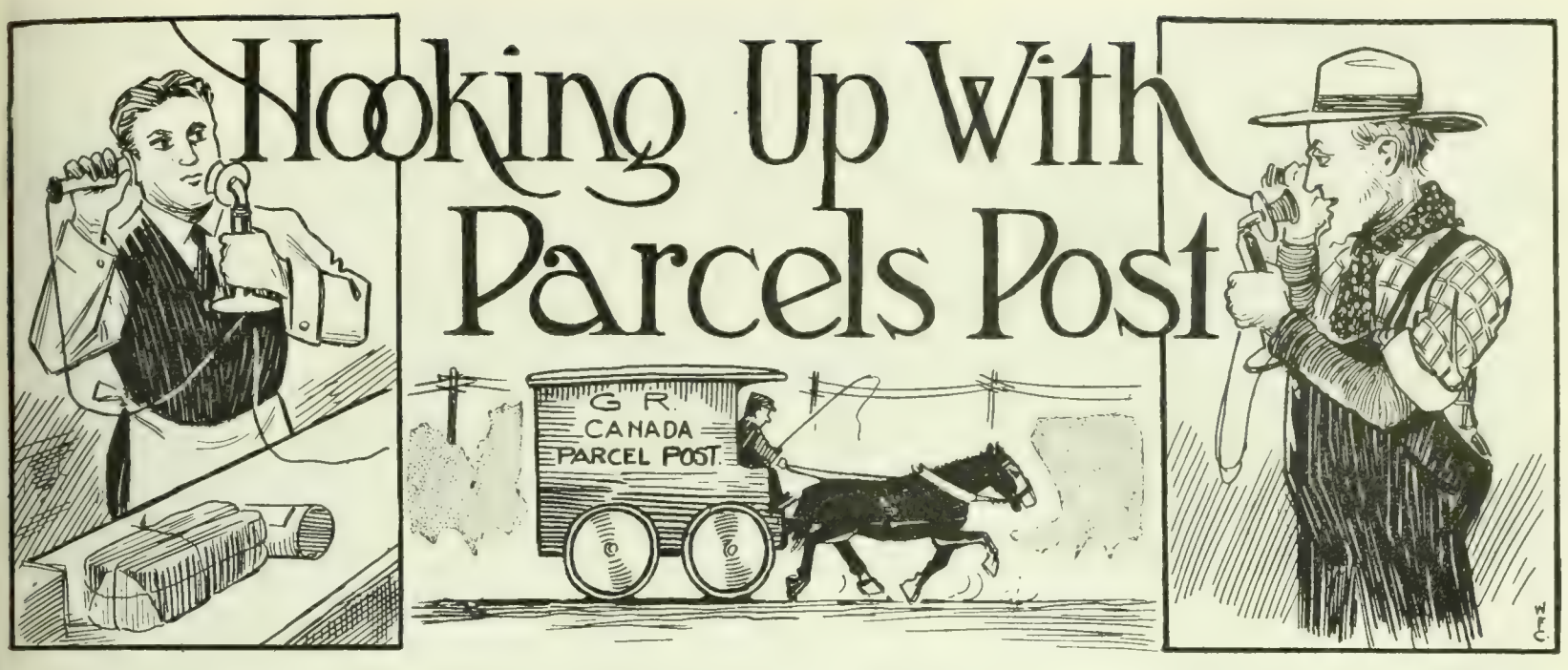
"I'll send you BENSON'S and SILVER GLOSS, Madam—
Th ank you!"

THE CANADA STARCH CO., LIMITED

Manufacturers of the EDWARDSBURG BRANDS

Montreal Cardinal Toronto Brantford Vancouver

Hooking Up With Parcels Post



This is the second of a series of articles on methods retailers may use to get business when the Parcels Post system comes into vogue in January next. With the protection of the zone plan, dealers doing business with farmers will be able to build up a good extra business outside the city if they put some ginger into the plans. A file where these articles may be kept until required is suggested. A Parcels Post campaign should, however, be arranged before the Christmas rush, as there will be little time afterwards to work up anything effective.

Have any of your country customers phones?

Have you rural free mail delivery in your district?

If so, you have a splendid chance to increase sales with country trade when the new Canadian Parcels Post system comes into effect on January 1 next. By means of the zone system, which allows parcels to be posted at the minimum rate at any post office for delivery anywhere twenty miles away, the retail dealer has a distinct advantage over the mail order houses.

But each retailer will have the competition of his fellow-members of the trade, so that if he is going to more than hold his own, he must be the first to point out to his customers the value to them of the new system.

Lists On Rural Mail Routes.

One of the first things to do is to get lists of all farmers who have telephones, and where there is rural mail delivery. Here are two very important assistants. The names can easily be secured from friends on the various mail routes. These can be looked up in the phone directory for phone numbers and the lists completed.

The accompanying card is one suggestion that might be used to good advantage when the list had been prepared. A card of this character could be printed at little cost, and it would be a permanent advertisement in every farm house in which it was hung up. This reminds the customer that parcels post has come into effect, and points out that goods can be sent through the post office up to 11 lbs. in weight. It suggests that the order be gotten in early, so that it will be ready for the post office rural delivery man, and also gives a list of goods which might be required at any time by a customer in the country.

Curiosity Will Help.

The trade should remember that with the 1st of January those who know of parcel post will be curious to try it. A little suggestion such as the card will make them still more curious, and a good deal of business will be done during the first few weeks. Care then, at the first, must be duly exercised to see that there is no room for complaint from any customer. Otherwise the experiment is going to be distasteful, and will result in loss rather than gain.

(Continued on page 44.)

ORDERS DELIVERED BY RETURN MAIL.

Mr. .....

.....

With January 1 the Post Office Department begin their new Parcel Post system. Any time you cannot come to town ring us up and we will have goods sent by next mail. Please remember rural mail delivery leaves post office at 10.30 each day. Have your order in by 9.30. Parcels up to 11 pounds may be sent. Hang this card up by the phone—it will save time and money.

SOME GOODS YOU WILL WANT.

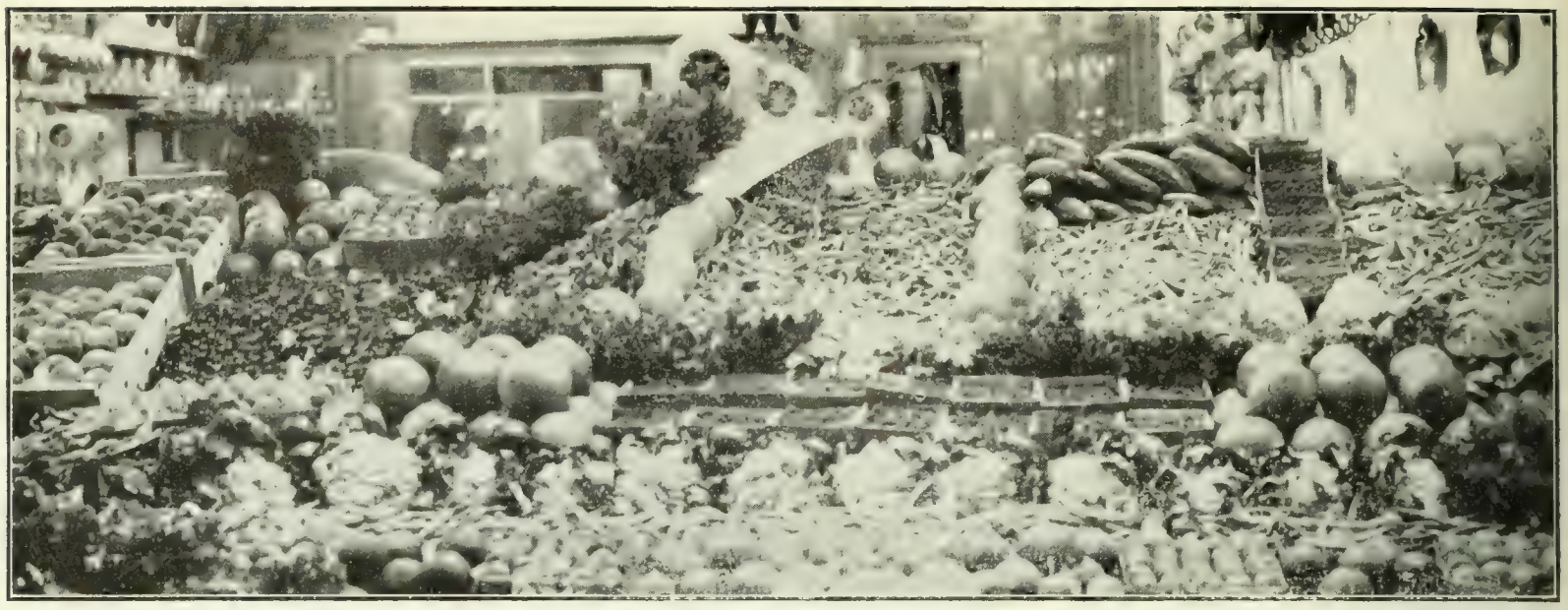
Sugar	Starch	Syrups
Tea	Stove Polish	Molasses
Bread	Rice	Buckwheat Flour
Bacon	Tapioca	Cream of Tartar
Rolled Oats	Sago	Figs
Cereals of all kinds	Oranges	Dates
Salt	Lemons	Peels
Spices	Cheese	Almonds
Canned Vegetables	Salmon	Walnuts
Raisins	Herring	Chocolates
Currants	Sardines	Candy
Coffee	Clothes Lines	Dried Peaches
Cocoa	Clothes Pins	Apricots
Soap	Wash Boards	Canned Pumpkin
Ammonia Powder	Washing Soda	Cocoanut

Please ask us about others not on list.

H. H. HUNTER,

111 MAIN ST. - - - - JONESVILLE.

PHONE 720.



An attractive fruit and vegetable display, shown by the retail department of the Laing Matthews Co., Montreal.

Getting Most from Fruits and Vegetables

Methods Employed by Montreal Firm—Make Big Feature of Saturday Sales and Therefore Always Show Good Window—Importance Attached to the Refrigerator—Getting Rid of All Vegetables on Saturday Night.

No line of goods handled by the grocer allows of such great possibilities in striking and attractive color combinations being worked out in window displays as fresh fruits and vegetables. In them are found some of the richest of nature's tints which alone, if well arranged, would form a strong appeal to the eye, but when these colors are contained in something which makes at all times and seasons a strong appeal to the appetite, the drawing power of the clever display is well-nigh unlimited.

Fine Color Combination.

The window display reproduced above is one from the Matthew Laing market at 629 St. Catherine St. W., Montreal. Trimmed on a Friday night the idea was to catch the transient trade, and make a special bid for the week-end trade, and to do this the trimmer sought to catch the eye of the passing public by presenting a window of striking color effect. To this end note the various combinations of green and yellow (which in nature always present a restful effect) here brought out by lettuce, watermelons, cucumbers, green beans, apples, in the green, placed with cantaloupes, grape fruit, wax beans, and peaches in the yellow. Red, which is probably the most popular color of all, is introduced in various places. Though scarcely discernible in the photo, rich red tomatoes were placed at frequent intervals amongst the lettuce all along the front, and again red and green are introduced through cherries and cherry leaves.

Probably one of the greatest objections to a wealth of display of this nature is the fact that it takes only the first-class fruit, and that fruit in a window rapidly deteriorates. In this store, M. E. Burnick, the manager, states that only fresh fruit is displayed, and only when it first comes in. Afterwards it is placed in the refrigerator from which it cannot again be put on display as deterioriation would immediately set in, very soon rendering it unfit for human consumption.

Refrigerator a Necessity.

This to Mr. Burnick is one of the strongest arguments why men in the meat business should handle fruits, namely that they have the ice and all the facilities for keeping stock fresh and sweet. To make a success of the fruit business, he assumes that a refrigerator is a necessity, and thus meats and fruits should naturally be combined.

Then again there is the fact that whoever wants meats, wants fruits and vegetables as a "chaser." "Our regular trade," states Mr. Burnick, " is largely done over the phone. Many of our customers we don't see from one week's end to the other. Thus it is only natural that when these people call up they demand that we supply them with everything. We maintain then that we owe it to our customers' convenience to carry a full line of all these accessories."

This window, however, as already stated, was arranged to catch the transient trade. All day Saturday a special run is made on all fruits and vegetables to clear out stock on hand, and avoid holding anything over Sunday. In this Mr. Burnick claims that the loss occasioned by holding fruits over two nights and one day is greater than that met by selling at reduced prices on Saturday evening, and in addition this system gives the benefit of being in a position to get entirely fresh stock on Monday morning. This fact he states cannot be too strongly emphasized.

Greens Displayed on Platters.

A word might also be stated here regarding care of greens in the store, and the delivery system. All lettuce, cress, mint, parsley, and all such greens on display are kept in platters filled with water so that they always show up at their freshest. Also anything going any distance is always iced so as to keep in perfect condition. With over 30 retail stores in Montreal, and some 100 delivery rigs, Matthews-Laing have many advantages not common in the average store. For example they keep at all times a special delivery for rush orders, and have ice in such quantities from handling meats, that freshness in fruits and vegetables is almost always assured.

NEW NICHOLSON & BAIN BUILDING.

The contract has been let in Edmonton Alta., and work has been commenced, for the construction of a six-storey building, costing $70,000, upon the south-west corner of Eight Street and Peace Avenue, for Nicholson & Bain. With headquarters at Winnipeg, this company now maintains branches at Edmonton, Regina, Saskatoon, Calgary and Lethbridge. The structure will be similar to that built in Calgary last year, being fully modern. It will have ground floor dimensions of 50 feet by 130 feet with trackage at the rear. It is anticipated that it will be completed in three months' time.

Canned Peas 42c. Below Last Year Year

Great Reduction From Standpoint of Opening Prices in 1912—Three and a Half Cents Per Can Less on Standards—Practically All Other Vegetables Lower Also—Every Early Canned Fruit, Including Strawberries, Below Last Year—Opening Prices Out.

The eagerly sought-for event of the midsummer trade has happened. The canners' prices are out on early canned fruits and vegetables. As was anticipated, these in many cases are below last year.

Particularly is this the case with regard to peas. Last year, peas (2's) standard size, opened $1.22½ to $1.25 per dozen; Group B and Group A respectively, for Ontario and Quebec. This year the opening prices are 80c to 82½c—a reduction of 42½ cents per dozen.

Reductions All Along.

Comparisons of vegetables made with 1912 will be interesting. There is no difference in asparagus; beets are a shade lower this year; cabbage shows reduction of 2½c dozen; carrots the same; and peas are practically a third less.

The most important of these is, of course, peas. The trade generally knows the cause of this big reduction. Last year's pack was below the average and prices went up so that the best the retailer could do was to sell at two for a quarter and if he desired making a fair margin 14 or 15 cents for standards would have been a fair price. This kept down consumption to a certain extent and together with fairly large importations caused a heavy hold-over. The result was that many in the trade have almost sufficient quantities for next season's business without going into the market. Just what effect the present low opening prices will have on imported peas remains to be seen.

Fruit Price Comparisons.

Notwithstanding the fact that the strawberry crop this year was not any too encouraging, Canners' prices are lower on No. 2's. Last year quotations were $2.12½ to $2.15 per dozen, heavy syrup for Group B and A respectively. This year they are $1.90 to $1.92½, a reduction of 22½c per dozen. There is not such a great difference between No. 2's preserved. Last year they were $2.27½ to $2.30, whereas this year they are $2.25 to $2.27½.

All Fruits Lower.

A glance at the other opening prices on fruits shows cherries to be from 2½c to 5c per dozen lower; black and red currants 2½c lower; gooseberries, No. 2's from 22½ to 27½ cents lower; pineapples are lower by 12½ cents and more; and canned rhubarb is down 2½ cents per dozen.

There is, therefore, not a single instance, in so far as both opening prices on early vegetables and fruits are concerned, in which quotations are higher than a year ago and in some cases they are much lower. This is along the lines forecaste during the past month or two in Canadian Grocer.

DOMINION CANNERS' VIEWS.

In giving the advance opening retail prices to The Canadian Grocer this week, the Canners pointed out that retailers who placed their orders prior to May 1 obtained a reduction of 2½ cents per dozen.

"After spending thousands of dollars," a representative of the firm stated, "in new plants and new machinery, we have at last succeeded in putting up a pack that enables us to make a full delivery. Consequently our overhead charges are reduced proportionately, and we have made our prices this year along the lines of our general policy of naming prices that should insure the goods getting into consumption in the year of their pack, under normal conditions.

"On the basis of the present prices there will undoubtedly be a very large consumption of peas, especially as the quality is excellent this year, the weather conditions having been ideal.

"The prices we have named enable the retailer to supply the consumer in Ontario and the East with three cans for 25 cents.

VEGETABLES.

	1913.	1912.	1913.	1912.
	Per Dozen. Group B.		Per Dozen. Group A.	
2's Asparagus tips,	$2.25	$2.25	$2.27½	$2.27½
2's Asparagus butts	1.40	1.40	1.42½	1.42½
2's Beets, sliced blood red, Simcoe	.95	.97½	.97½	
2's Beets, whole blood red, Simcoe	.95	.97½	.97½	
2's Beets, whole blood red, Rosebud			1.27½	1.30
3's Beets, sliced blood red, Simcoe	1.30	1.32½	1.32½	
3's Beets, whole blood red, Simcoe	1.35	1.37½	1.37½	
3's Beets, whole blood red, Rosebud		1.55	1.52½	
3's Cabbage	.95	.97½		1.00
2's Carrots	.95	.97½	.97½	1.00
3's Carrots	1.25	1.27½	1.27½	1.30
2's Peas, standard size 4	.80	1.22½	.82½	1.25
2's Peas, early Junes, size 3	.82½	1.27½	.85	1.30
2's Peas, sweet wrinkles, size 2	.85	1.32½	.87½	1.35
2's Peas, extra fine sifted, size 1	1.25	1.72½	1.27½	1.75
	1913.	1912.	1913.	1912.
	Group B.		Group A.	
Gals. peas, standards	4.00	5.00	4.02½	
Gals. peas, Early Junes	4.10	5.25	4.12½	
Gals. peas, sweet wrinkles	4.25	5.35	4.27½	
2's Spinach	1.25	1.27½	1.27½	1.30
3's spinach	1.75	1.77½	1.77½	1.80
Gals. Spinach	5.27½	5.30	5.30	5.32½

FRUITS.

	1913.	1912.	1913.	1912.
	Group B.		Group A.	
2's Blk. cherries, pitted, H.S.	1.90	1.95	1.92½	1.97½
2's Blk. cherries, not pitted, H.S.	1.50	1.52½	1.52½	1.55
2's Red ptd. cherries, H.S.	1.90	1.95	1.92½	1.97½
2's not ptd. red cherries, H.S.	1.50	1.52½	1.52½	1.55
Gals. ptd. cherries	8.50	8.52½	8.52½	8.55
Gals. not ptd. cherries	8.00	8.02½	8.02½	8.05
	1913.	1912.	1913.	1912.
	Group B.		Group A.	
2's Cherries, white ptd. H.S.	1.90	1.95	1.92½	1.97½
2's Cherries, white, not ptd. H.S.	1.50	1.62½	1.52½	1.65
2's Black Currants, H.S.	1.90	1.97½	1.92½	2.00
2's Preserved blk. currants	2.25	2.27½	2.27½	2.30
Gals. blk. currants, st'd.	5.25	5.27½	5.27½	5.30
Gals. blk. currants, solid pack.	8.25	8.27½	8.27½	8.30
2's Red currants, H.S.	1.90	1.97½	1.92½	2.00
2's Red preserved currants	2.25	2.27½	2.27½	2.30
Gals. red currants, standard	5.25	5.27½	5.27½	5.30
Gals. red currants, solid pack	8.25	8.27½	8.27½	8.30
2's Gooseberries, H.S.	1.75	1.97½	1.77½	2.00
2's Gooseberries, preserved	2.00	2.27½	2.02½	2.30
Gals. gooseberries, standard	7.00	7.00	7.02½	7.02½
Gals. gooseberries, solid pack	8.75	8.77½	8.77½	8.80
2's Pineapples, sliced, H.S., white	1.90	2.02½	1.92½	2.05
2's Pineapples, grated, H.S., white	1.45	2.02½	1.47½	2.05
2's Pineapple, whole, H.S., white	1.90	2.25	1.92½	[illegible]
3's Pineapple, whole, H.S., white	2.45	2.75	2.47½	2.77½
	1913.	1912	1913.	1912.
	Group B.		Group A.	
2's Rhubarb, preserved	1.50	1.52½	[illegible]	1.55
3's Rhubarb, preserved	2.25	2.27½	2.27½	2.30
Gals. rhubarb standard	3.50	3.50	[illegible]	3.52½
2's Strawberries, H.S.	1.90	2.12½	1.92½	2.15
2's Strawberries, preserved	2.25	2.27½	2.27½	2.30
Gals. strawberries ,standard	7.50	7.50	[illegible]	7.52½
Gals. strawberries, solid pack	9.75	9.75	9.77½	9.77½

Montreal Grocers Have Jolly Picnic

CAMERA STUDIES FROM THE PICNIC.—(1) A. Laniel. An excursion would be no good without him. (2) Many sought the Grand Stand to get away from Old Sol. (3) Their pictures were taken twice at once. (4) A. T. Favreau, one of the interested visitors. (5) G. A. Archambault, the President, on whom the success of the day largely depended.

Go to St. Scholastique and Indulge in Healthy Sports—Many Travellers in Attendance—Banquet an Enjoyable Affair—Notes on Some of the Amusing Incidents.

(Special Staff Correspondence.)

Montreal, July 30.—"Bon! Bon!" That about summed up the general opinion on the weather when it came up for discussion before the big special train was ready to move on with Montreal's retailers on July 23rd to St. Scholastique. Quite an encouraging crowd gathered at the Place Viger Station and were sent off with "Bon voyage" from Past President J. D. Boileau, who found it impossible to attend this year.

At the Mile End Station in the north end another goodly gathering awaited the first contingent, but when the train was slow in pulling up the grade on time, it was conjectured that the C. P. R. sign really meant that day, "Can't Pull Retailers."

St. Scholastique, noted for its natural beauty, but more so for its racetrack, was reached in good time, and a more than hearty "Bienvenu" was extended by the village celebrities, amongst whom were: Mayor Presseau, the man who built the town, the "millionaire contractor"; Louis Gratton, merchant and village humorist; Donat Lalande, the learned "avocat," the man who put the law in lawyer. Yes, and J. A. Montagne was there with a big cigar, looking as if he is fit and strong for another big session at Ottawa. J. A. regrets that St. Scholastique is not by the seaside, so if Contractor Presseau would undertake to move the seaside to St. Scholastique there would the great rejoicing.

The Sports.

J. A. Beaudry, did not even wait to have a thirst quencher before getting busy at the races and between his voice and that of husky G. A. Archambault, the president, ably assisted by megaphones, the crowd assembled on the race track and a start was made with the committee presidents' race. This was advisable because at the end of the day the busy presidents would be too tired to race.

A. Laniel, who some thought was a deserter from "Tiny Town," did the 150 in record time, but that good galloper, J. Gascon, took little dust from him. G. A. Archambault, out of courtesy, took fifth place and was presented with an electric lamp. (Some would have been glad of a little light going home.)

H. Longtin, translated into English "Longboat," had to take second place in the committee members' race to J. A. Sansregret, who veritably was "without regret."

The travellers' race brought out some Indians. They were all trained to the minute, having had so much running after orders. E. Daoust of Hudon Hebert, Ltd., bounded away like a frightened deer, and scattered plenty of dust for the others. Where was Friend Wood

Some Damage Done.

The fat men, "les gros," ploughed up the racetrack terribly. J. A. Debien came in for honors with H. Longtin and A. Landreville, the others "chewing the fat" over their bad start and affliction.

J. B. Newman, of Mooney Biscuit Co., entered his wife in the married ladies' race. She proved quite a successful runner.

The National Breweries, Ltd., were represented by A. T. Tavreau. He put on a special egg and spoon race. This proved a fun-maker. It's a good job the eggs were "new drops" for there was more than one broken. Some had the gumption to go slow and retain the egg, but the man who had the gum shone and set a most "eggsacting" pace.

At the Banquet.

The dinner was an entire success and most enjoyable. A good meal was discussed with lively music, and then G. A. Archambault addressed the gathering, expressing his appreciation of the good work done by the officers during the year. Having a long list of speakers to call on he made way for J. A. Ethier, M.P., who aroused enthusiasm, not so much by his kind welcome, but by his spirited words on the "rouge and bleu" question. It is to be hoped that Mr. Ethier will have an easy time with "Deux Montagnes" and not be obliged to climb any more mountains at Ottawa, although it is only natural that St. Scholastique has its problems like every other district. Amongst others who spoke were: J. O. Marchand, J. A. Langlois, M. le Maire Presseau, J. Bigras, A. Laniel, J. A. Beaudry, secretary Retail Merchants' Association; Jos. Gascon, P. Filion, J. A. Debien, L. Livrette and O. S. Johnston (Canadian Grocer).

Messieurs et Mesdames, et M. le President, je regrette de ne pouvoir vous adresser la parole en Français parceque je n'ai pas l'honneur d'être Canadien Francais, quoique je suis fils d'Irlande et que les Irlandais aient introduit la langue Française en Quebec. (Risée à part).

De nouveau je regrette de ne pas être epicier, car si je l'étais je serais un homme bien plus important que je suis aujourd'hui, en dépit de la place preponderante de l'"Epicier Canadien."! ! ! !

Cependant Messieurs et Mesdames, il va sans dire que chaque fois que j'ai le plaisir de rencontrer les Canadiens Francais je m'amuse bien. Je les trouve toujours ouverts et hospitaliers et je dois vous remercier de m'avoir fait l'invitation chaque année. Je me suis toujours fait plaisir d'y assister.

Comme les orateurs distingués qui m'ont précedé, je dois dire que "l'**Epicier Canadien**" sera toujours heureux d'écouter les suggestions que messieurs les épiciers auront à faire, en effet tous les bons journaux de commerce sont publiés pour vous et pour l'amélioration des conditions reglantes les épiceries. Merci bien, Messieurs et Mesdames.

In reply to the toast to the Press, O. S. Johnston, representing Canadian Grocer, gave the above address in French.

Sidelights on the Fun.

Some of the good fellows were absent. A wire of regret from Armand Chaput from Ottawa was read. Pity there is no airship service from Ottawa.

Some came by motor. J. Ethier, Laporte, Martin, Ltee, was among them. It takes a big car to carry Joseph.

Who were the grocers who went twenty miles out of their course by motor on return journey? St. Placide may be O.K., but its not exactly on the highway to Montreal.

Again, who was steering the machine which damaged a telegraph pole, which in turn twisted the car?

Among the Hudon Hebert travellers were noticed A. Charest, I. Genest, H. Archambault, H. Bertrand, A. Charland, H. Jeannotte and E. Daoust.

J. B. Jodoin, Aetna Biscuit Co., was on the job and had a good time.

Drummer Woods spoke on behalf of the voyageurs. There was some snap to what he had to say.

The dance hall was well patronized. The latest dances there were the "Banana Slip" and the "Grocery Clerk." J. Gascon said if it had been Thanksgiving Day he would have allowed the "Turkey Trot."

A. Laniel looked well in his white outfit. Of course, he's a "white" fellow anyway.

G. A. Archambault carved the jambon nicely. He cuts at home, too, but not in the store.

Arthur Phaneuf, six foot in his bare feet, paid more attention to individuals of the human race this year than to the foot races. Still, it was hard to keep him out of the dance hall.

It was hoped that an array of pictures would have been secured, but some one broke the camera. And no police around.

F. X. Robert and L. Geoffron represented L. Chaput Fils & Cie the picnic.

Co-operative Society Fails and Poor Lose

Death of the Proprietor Followed by Insolvency of the Association—Many Savings Completely Gone—The Sad Story of One of the Investors.

Montreal, Que., July 30.—There was a very bright future promised the Home Co-Operative Association when first organized some six months ago, with headquarters at 1319 St. Andre Street. The association which dealt in groceries, was to be a growing investment. People would get good returns for their money and would be more satisfied. The result was that many of the poorer people residing in the North End were tempted to invest a portion of their weekly savings in the proposition. Every week they placed various sums of money ranging from twenty-five cents to $1, with the association, with dreams of big returns in the future and congratulating themselves on how lucky they were to be able to invest their small savings.

But death intervened. The bright future has become blurred, and the hopes of the small investors gone. The proprietor of the association, W. Weller, died suddenly, and the organization which he had built went out of existence. In other words the Home Co-Operative Association has become insolvent.

The small investors are in trouble. They are not in the position where they can afford to lose even a few dollars. It is known that many were caught in the failure, but as yet it is impossible to tell just what the liabilities will total.

Mrs. George Dalglish, of 547 Marquette Street, was one of the investors in the association. Speaking of the benefits of the association Mrs. Dalglish stated that practically all the neighbors had gone into the proposition, with the hope of saving money.

Mr. Weller came around to our houses and asked us to subscribe," she said: "The plan was that we put from 25 cents to $1 a week in the association which was a grocery business. When we had paid up for six months we were given an interest of six per cent. on the goods we had purchased, but we could not touch our capital. When we had paid up for two years we could draw out our capital in goods if we wished, but not in cash. It was only at the end of ten years that we could draw out our capital in cash.

"The other day we were informed not to pay in any more capital on account of the death of Mr. Weller the proprietor of the association, and now find that the organization has gone insolvent and our money has gone."

Others tell the same sad story.

ANOTHER CO-OPERATIVE FAILS.

One at St. Thomas, Ont., Has Become Insolvent—Some Reasons Given.

St. Thomas, Ont., July 30.—The Ideal Co-operative Association here is insolvent. This association opened a grocery store in the city about two years ago, mainly supported by the labor organizations, whose members subscribed for much stock.

One reason given by some of its stockholders for the insolvency is the refusal of wholesalers to give credit or to do business with the society in any way, as well as the old trouble of members breaking away and dealing at other stores.

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PUBLISHED EVERY FRIDAY.

TORONTO, AUGUST 1, 1913

OPENING PRICES ON CANNED GOODS.

The attention of the trade is directed to the announcement of the opening prices on early canned fruits and vegetables appearing elsewhere in this issue. One of the biggest changes in recent years will be observed in the reduction on canned peas. A year ago, standards opened at $1.25, whereas this year the opening price of the same line is 82½ cents. This difference of forty-two and a half cents a dozen or over 3½ cents per can is considerable, but not unexpected, as has been seen from recent market reports in The Canadian Grocer. Those who contracted for peas before May 1 last secured 2½ cents per dozen off these opening prices. At 80 cents per dozen (Group A) the retailer would have, therefore, a 20 per cent. margin on selling price if he sold 3 cans standards for a quarter. This is going to mean a much greater consumption of canned peas this year than last.

All along the line, and in every case but that of asparagus, reductions have been made in vegetables so that from all appearances consumption during the coming twelve months should be greatly increased. It remains, however, to see what corn and tomatoes will do. Should weather continue favorable the pack ought to be large and so far as tomatoes are concerned there might be considerable reduction in such a case.

Canned strawberries are lower also than last year and the same applies to several other small early fruits. Raspberry prices are not yet out.

The comparisons made with 1912 which will be found on another page are of particular interest just now and should be carefully noted by every member of the trade.

FRUIT AND VEGETABLE OUTLOOK.

Apples, according to reports received by the Fruit Division of the Department of Agriculture at Ottawa, are not going to be an extra good crop considering the country as a whole. There has been a serious falling off in prospects due to early spring frosts, adverse weather at blossoming time and plant diseases.

In the Niagara district peaches escaped the May frosts and a fair crop, probably a large one is expected. Early varieties have been reported better than late ones, Rivers, Champions and Triumph looking particularly well. St. John's, however, are rated at only 50 per cent. of a full crop.

The grape crop of Western Ontario is about up to the average. The large commercial vineyards escaped any serious damage from frost and are growing fairly well, but the weather has scarcely been favorable for the best results. Grapes, however, are a uniform crop, though it is not likely the crop will be as good as last year.

The plum crop is expected to be a fairly good one with exception of the lower mainland of British Columbia where almost a total failure is expected. In the inland valleys there is a fair crop.

The weather has not been favorable for tomato plants. Nevertheless, the growth is fair and the acreage much larger than last year. It is not expected though that the yield per plant will be nearly so large as last year. The demand from canners is fairly good, but from the reports received by the Fruit Branch their wants are more likely to be supplied this year than last.

ENTER WINDOW DRESSING CONTEST.

August 8 is the latest date on which photographs for our Summer Goods window dressing competition may be mailed. There is, therefore, only one more week during which to send in entries for the contest.

Summer is a time of splendid sales for hot-weather lines and many dealers are already experiencing better sales now than they will during the winter months. The window is a big factor in these sales. Every dealer, therefore, should have several well trimmed displays during the summer months; and it is to help develop more interest in such publicity that Canadian Grocer established this competition.

Those who have had good summer windows and who have not already sent in a photograph, should do so without delay. Twenty dollars in prizes are being distributed and dealers and clerks in the smaller places do not compete with the larger cities. There is a good opportunity for everybody. Get a good picture, give a brief description of this window, on the back, and mail at your earliest convenience. You have a good chance to win, your store will secure additional advertising and you increase your sales—three sound reasons why you should be identified with this competition.

FALSE STATEMENTS NOW CRIMINAL.

The issuance of a false or fraudulent statement has now become an offence against the Criminal Code. One of the associations which has been working to have this legislation passed is the Canadian Credit Men's Association.

The following is the amendment to the Criminal Code covering the matter:—

"407a.—Every one is guilty of an indictable offence and liable to one year's imprisonment and to a fine of two thousand dollars, who

(a) Knowingly makes or causes to be made, either directly or indirectly, or through any agency whatsoever, any false statement in writing with intent that it shall be relied upon, respecting the financial condition or means or ability to pay of himself, or any other person, firm or corporation in whom he is interested, or for whom he is acting, for the purpose of procuring, in any form whatsoever, either the delivery of personal property, the

payment of cash, the making of a loan or credit, the extension of a credit, the discount of an account receivable, or the making, acceptance, discount or endorsement of a bill of exchange, cheque, draft, discount or endorsement of a bill of exchange, cheque, draft or promissory note, either for the benefit of himself or such person, firm or corporation; or

(b) Knowing that a false statement in writing has been made respecting the financial condition or means or ability to pay, of himself, or such person, firm or corporation in which he is interested, or for whom he is acting, procures upon the faith thereof, either for the benefit of himself or such person, firm, or corporation, any of the benefits mentioned in paragraph (a) of this section."

INTERESTING SALMON NEWS.

Canadian Grocer received this week from a large broker and commission house in Vancouver, B.C., the following information on the progress of the salmon pack:—

"The 1913 pack is developing slowly; there has been a good run of springs on the Naas and Skeena Rivers, but this has gone mostly into mild pickle for smoking and is exported in 400 lb. casks to Europe, principally to Germany.

The Sockeye catch to date in the north is a disappointment being less than 50 per cent. of what it was up to same date last year.

"In regard to Fraser River salmon, the run to date has been light, but is improving. All of the canneries have started, but it is too early for anyone to arrive at an accurate estimate of this pack.

"Most packers have sold for export from 25 to 75 per cent. of their estimated pack; according to contract, these orders must be completed before new business can be shipped; therefore, under existing conditions, high-grade salmon for prompt shipment is very scarce."

It had been expected all along that the salmon pack would be large this year and hence that prices would be much lower. Just what the change in the complexion of affairs will be, from the above conditions, is something well worth watching.

EDITORIAL NOTES.

Outside mail order houses and peddlers fatten on the neglects of the retailer.

* * *

If a man does not make new acquaintances as he advances through life, he will soon find himself left alone. A man should keep his friendship in constant repair.

* * *

A United States spice company thinks 13 1-3 per cent. gross margin sufficient for the retailer. And there are some dealers over there fools enough to handle their goods.

* * *

In order to awaken the people of Revelstoke, B.C., early on the morning of the merchants' picnic, the committee conceived the unique idea of setting off a huge dynamite blast on the mountain at six o'clock. Some employers would possibly like to see this happen every morning.

Western Prospects Encouraging

WRITING from Wolseley, Sask., a representative of this paper sends a hopeful message regarding Western crops, and at the same time expresses the anxiety felt over the ripening crops. He has been traveling over Western Canada for years so that his information is gathered first hand.

"Wherever I have been," he says, affected adversely Saskatchewan, the crops have greatly improved during the last two weeks with the help of abundant rains. They are now making rapid progress in all parts but will, generally, be a little later ripening than last year. There, of course, is much anxiety felt throughout the country about them yet as they are still liable to be effected adversely by a number of things that may happen between now and harvest time. These dangers, however, are mostly local and it is improbable that they would affect wide areas.

"This does not relieve the anxiety of the farmers and merchants because it is impossible to tell just where a hail storm, a frost, or a blighting wind may strike and destroy or sadly damage their hopes and it would be little consolation to them that in other sections there was prosperity.

"So far as the general yield of the crop is concerned a large yield is now almost assured. The country is so big and the grain district is spread over so vast a region, there is little doubt of an abundant harvest. Conditions on the whole point to a better return than last year. For the reasons cited above, however, business has not greatly improved yet and will not till the grain is in stook. The merchant and business people in each district will be cautious in their buying until they know results in their individual localities. Manufacturers and wholesalers should, on the other hand, be prepared for a good season's business in the fall. Money still remains somewhat tight and the banks are loath to part with it if they have it, even upon the best security. There is very much complaint among farmers on this account and it is probable many of them have some reason for doing so.

"On the whole, however, the stringency may have a good effect in checking the tendency to so much speculation which for a few years past has been carrying many off their heads and as a consequence a great deal of money that should be in circulation is tied up in unproductive property. Many of the worst offenders in this were farmers; the craze of speculation raged among them as much as among other classes, while the effect in their case was often more injurious.

"It is alleged that numbers used their ready money, that should have been employed to liquidate their debts with the local merchants, in speculative schemes of buying land they could not profitably work, or tied it up in town lots that are now bringing them no return. Other classes such as mechanics would no doubt have done the same thing but it was not as easy for them. There is no need to say, however, that the West is as sound financially to-day as it ever was and values in all legitimate businesses and properties are better than ever."

Some Views From the Front—(1) **The Snack** banner carried by the daughter of "Bay" Hill and the twin sons of Wm. Meen; (2) Looking ov[illegible] at the judge's stand; (3) Sec. McIntosh and Vice-Pres. Geo. Campbell, talking over business; (4) C. C. Smye, the new president.

Men of Drummer's Snack Again Hold Forth

This was the twenty-first annual outing of this historic body of travelers. For a night and a day it was given the freedom of Georgetown and a great time for everybody was the result. The events included a bowling game, a concert, a ball game, Calithumpian procession, and sports of various kinds. The Canadian Grocer's representative on the grounds gives here a few of his impressions on the great outing.

Special Staff Correspondence.

Georgetown, Ont., August 1.—Once again have the Drummers had their Snack. As regularly as the cycle of moons go round and the month of July comes upon us, then will ye find that annual pilgrimage to this fair town, which has now welcomed these happy and care-free men-of-the-grip for three successive years.

Last Friday night and all day Saturday the fun ran high. The Drummers' Snack Club outing was celebrated for the twenty-first time. It had become of age, and why shouldn't there be a good time? The fun was of the healthy, wholesome, above-board variety, as it always is, and no one could mingle with these Drummers without feeling that his life had been lengthened by the contact. That feeling of happiness—that life is more than worth the struggle—penetrated to the remotest frontiers of everyone, even the bulkiest individual that donned a pleasure seeker's garb for the outing. There were no bits and curbs to the current of enjoyment. The fun was unconfined, free as the ozone, and it was drunk deep to the lees.

A Time of Double Pleasures.

The mere mention of the Drummers' Snack outing recalls to the memory of anyone who has ever been there two outstanding features. They are the entertainment of "the night before" and the sports of "the day after." Pleasures, it is said, come to us singly. But not so with the Snack. No sooner is the one over than every preparation is made to get the most from the second. And the 1913 outing was no exception. Past President Wm. Meen and his able staff of adjutants know just as much about human nature from an entertainment standpoint as Eve did of the likes and dislikes of Adam from a dietetic standpoint. The art has been carefully handed down through the long ages.

The programme on Friday night was good to look upon. Some of the best talent from Toronto and Hamilton had been secured. A number of the soloists and entertainers were old friends of the Snack. The latch-string is always out for them, and they are always there. When they appeared on the big platform, bedecked with flags and fancy illuminations, and shaded from the falling dew by overhanging foliage of nature's own construction, they were given "the glad hand of fellowship" in the form of Drummers' applause. A new feature was the presence of the Xylophone, on which a Toronto male quartette disported themselves gallantly. The study in expression was as varied as four faces could make it. Miss Margaret Park Wilson, the favorite Toronto contralto of the Drummers, was again present, and in her solo, "Killarney, My Home O'er the Sea," which was interspersed with applause, delighted the throng of 2,000 good folk in attendance. "Some Time, Dear Heart, Some Time," was a happy selection as an encore. Ernest Bowles played the accompaniment for Miss Wilson and the other soloists, and became the "Professor" when Harry Bennett danced upon the scene.

Then there were the Lauder songs of Harry Bennett; a monologue entitled "The German Soldier," by Billy Dore, which in itself contained the proverbial barrel of fun; solos by Miss Isobel Groves, of Hamilton, which were fur-

ther bright spots in the entertainment; the Watlings Quartette of Hamilton; Harry Eckstein as Madame Drummer Snackinski, the Russian hypnotist; Charley Smye and Frank Boles in the same skit, and Jules Brazil, the piano monologist. Here was an array of artists unsurpassed before any vaudeville footlights, who for almost three hours held every listener to his chair. That there is much talent among the Drummers, from the new president, C. C. Smye, on down through the ranks, was clearly evidenced from the concert that night, as well as in concerts of the past.

From Romantic to Prosaic.

A night's sleep, or the absence of it, found the inhabitants of the town in their merriest moods in the morning. With fond recollections of the pleasing entertainment of the night before and anticipations of the coming events of the day, it was difficult to settle down to the prosaic function of an annual meeting. President Meen collected his cohorts in the Georgetown Club Rooms, where the business of the year was concluded, where officers were elected, bouquets were passed around, together with wit and wisdom, not the least of the latter being the oratory of Michael Malone. In one of his ardent flights he expressed the "gratification, the pleasure and the gratitude" of the Snack to the talent of the night before, and in this he had good backing.

The election of officers by the Drummers' Snack Club runs as smoothly as "Bay" Hill talks to a prospective customer, or "Billy" Dore sings a German song. The analogy might be still further drawn to include the smoking of a cigar by "Billy" Colville. The unanimous choice of the meeting for president was C. C. Smye, traveller for Balfour Smye, who had been vice-president last year, and a Snack member of long standing. Geo. Campbell, traveller for Pugsley, Dingman & Co., Toronto, is vice-president. The entire list of officers is given elsewhere.

Case of Too Much Smith.

It is said there are more "Smiths" playing baseball and preaching the Gospel in America to-day than representatives of any other name. Those who lined up in the ball game on Saturday morning under the captainship of Wm. Meen will believe without further proof the truth of the former. Charley Smye as leader of the Presidential team signed up one, Vernon by name, but the team was all Smith. He occupied the box. As those who faced him will affirm, it was about as difficult to get a base hit off his delivery as to prevent a snowball from melting on the other side of the Stygian Flood. Harry Eckstein, the erstwhile woman impersonator of the previous night, had made many conquests in his accordion-pleated costume, but when he donned the mail attire to pitch a baseball game he was clearly out of his element. Nevertheless the game was an interesting one—apart from the disparity of the score, which for press purposes was given as 4 to 3, but which was really much more appalling. The President's team consisted of V. Smith, P. Coffin, R. Rattenbury, G. Griffith, Sol. Walters, J. Clark, W. J. Bryans, Pop. Somerville, and C. C. Smye.

The Vice-President's line up included: R. Asher, H. Eckstein, O. Wilder, G. McKenzie, B. T. Huston, T. Hickey, R. Thurston, T. Faulkner, and W. Meen.

The umpire was Chas. Smith, who, contrarywise—as Alice in Wonderland would be prone to say—and unlike the majority of "Their Umps," handled the game carefully, correctly and fearlessly. His son was the aforementioned pitcher who brought fame to the family.

OFFICERS FOR 1913-14.

President.—Chas. C. Smye.
Vice.-Pres.—Geo. Campbell.
Gen. Sec.-Treas.—P. McIntosh.
Toronto Sec.—Chas. Silver.
Hamilton Sec.—Pop. Somerville.
Home Sec.—Jack Willoughby.
Executive (Toronto).—Sol. Waters, Wm. Miller, C. A. E. Colwell, Wm. Madill, Geo. McKenzie, Wm. Colville.
Hamilton Executive.—W. J. Dore, Geo. Griffin, H. Eckstein, R. J. Rattenbury, V. Smith, Jno. Hyslop.
Executive at Large.—Col. Stoneman, Hamilton; O. Wilder, Orangeville; Bert Groskurth, Toronto; R. J. Thurston Bronte; J. D. Abram, Durham; Hugh Rennie, London.
Auditors.—Robt. Algie and Capt. W. G. Read.

The Calithumpian Parade.

After the mid-day meal the sports were next on the bill of fare with the big Calithumpian parade as a forerunner. Here was an item to make the heart of the small boy glad. Almost every department of the human race was represented. " 'Tis funny the difference a few clothes make." There was the Japanese, the Chinaman, the clown, the German, Mexican, the Irishman at the Donneybrook Fair with his big shillaly and a brown duster, aged 13, that was too small for the owner thirteen years ago; there was the representative from the zoo; the well laden float of happy, care-free children and the cart that must have come through the Battle of Waterloo. This brief reference must suffice to describe—through lack of space—the passing of the great Calithumpian parade. It captured the town and everybody came to see the sports.

A Lively Nest of Hornets.

Once again the scene is changed. This time the spotlight is turned upon the arena in front of the grand stand and the judges' stand as well. Things were lively that afternoon, particularly so far as the latter was concerned. Unconscious of the fact that there was to be a large celebration there, and oblivious of the attendance of the knights-of-the-road, a colony of hornets had selected that same judges' stand as a nesting place. Somewhere in its lower recesses was located the miniature house of mud, but no one took the time to locate it and annihilate it. Therefore every little while, a sentry from the insect family darted out, pierced the ear, cheek, neck or some other part of the anatomy and as mysteriously disappeared again. The hornets had just as good a time as the rest of the crowd. And why shouldn't they? It wasn't every day the prosperous drummers were on hand.

A Display of Bravery.

No sooner had George Smye and Michael Malone mounted the high steps with the megaphone than the button was pressed and things began to move. Despite repeated warnings and pleadings, Jim Hooper and Sol Walters essayed to judge the babies. And as it afterwards turned out, they acted properly as there was no after disturbance. Some say that men should not be baby judges—that they are inclined to judge the mothers rather than their offspring—and that this is a woman's right. Be that as it may the decision was a popular one judging from grand stand applause. By the way, first prize was captured by Master Jack, son of Mr. and Mrs. Alex. Earle of Creemore, Ont. Mr. Earle is a merchant there, is an honorary member of the Snack and an old reader of Canadian Grocer.

No Time for Recreation.

No sooner was the baby show a matter of history when the foot-races and the small boy held sway. The track was black and white with him and it required jail and revolver threats from Mr. Malone to keep him to the opposite side. The megaphone worked overtime. Soon, however, his voice began to give way and was succeeded by the stentorian tones of Charles Smye who finished the performance. It was a busy day for Geo. Campbell, "Pop" Somerville, "Billy" Colville and Charley Silver. They handed out the trophies won and as every baby got a prize and sometimes every boy and girl in the races—and some had to be run on the relay plan—they had scarcely time to light a cigar or wet their whistles with a tint of ginger ale or pop. On the arena below Jim Hooper, Wm. Mills, Sol

From left to right:—(1) Watching the ball game, Wm. Mills, scorer; others include W. J. Dore and M. Malone; (2) In the Calithumpian parade—Billy Dore & Charley smye; (3) The stand of the prize distributors with some prizes already captured.

Walters, Billy Dore and a few more sweltered in the sun and longed for a few moments by the breezes of the Humber or Hamilton Bay.

A little circus touch was worked in on the track by Roy Rattenbury, Harry Eckstein and Frank Boles. The former, as a descendant of Uncle Tom, created considerable fun by his "graceful" gait. Nevertheless when the 100-yard travelers' event was run he took the scalps of Robert Robinson and W. J. Dore and galloped in a nick or two in advance. He must have had some practice stealing chickens and watermelons. Harry Eckstein appeared in his daintiest frock—catchy sunbonnet, wind-blown veil, low neck and, and—(but alas! The society editor has disappeared and we are at a loss to describe the remainder of the paraphernalia). Frank Boles in the garb of an evangelist, or something similar, was the escort. And a difficult time he had of it. Ask the clerks of the course.

Drummers Can Travel Some.

This same Mr. Rattenbury—he with the dusky countenance—won the fat travelers' race. Wm. Mills and Jack Hyslop were the runners-up. These travelers are "some" goers. It would be safe to say that any of them could on that day have sold ice cream cones to the white Esquimaux or full length furs to the inhabitants of the tropics.

Had Billy Dore and Jack Hyslop won the pick-a-back contest they would have been disqualified, so the judges said, for not completing the full distance. Mr. Hyslop was surely the white man's burden on that occasion.

For ten years back, so some one affirmed, Michael Malone has been the famous barrel pugilist. All comers have had to succumb to his mighty first punch. Could he come back? Did Jeffries? No. Same answer applies here. Mr. Malone had a sore hand—burnt by the "devil-among-the-tailors" fireworks—but so had Geo. Griffith. Billy Dore also fell before the onslaught of Mr. Griffith.

The Women Kickers.

When a women kicks a football as far as a man, then woman's suffrage should not be far distant. It requires kickers to win things. Miss Walters was an easy winner in this football event. Mrs. Geo. Smye was also in the money and for just one kick carried home sufficient tea for a year's social functions.

Even if they won nothing else, travelers should always easily capture early call races. But in this instance the best they could do was second prize, which went to Jack Hyslop. With two suits of pyjamas for his day's outing, and being in need of one at least, he went home very happy.

The broom ball contest was what the ladies might term a "scream." A dozen women, brooms, a football, a whistle, and dust, without any dustless sweeping powder—and, gentle reader, you may imagine the rest!

Women's handiwork was tested in the needle threading contest and here were two travelers' wives in the limelight—Mrs. Geo. Smye and Mrs. E. L. Aiken, winners of first and second respectively. Drummers have evidently an eye out for the experts among the feminine sex.

Contest of the Artists.

Laying down his megaphone and deliberately removing his glasses, Charles C. Smye, president elect, after due consideration, went into the talent race against William "Jennings" Dore. At one time it was thought to be a walk-away for the German soldier, but such was not the case. Heels and knees close. It may have been that Mr. Smye, who was said to have had a curious dream the night before, was a little unnerved. He roomed with Mr. Eckstein, that woman impersonator, who is just as liable to effect a transformation at unexpected times as during an entertainment.

The Tug of War.

From a pulling standpoint, Georgetown citizens have the bulge on the travelers. This was demonstrated by the tug of war which was really the only evidence of everyone not pulling together during the day. With such men as Chas. Smith, W. J. Dore, Wm. Meen, Pop Somerville, Geo. Smye, Bob Asher and Anchor S. Walters, better results were to be expected.

In the fat man's race, open, father and son of the Walters' family were prize-winners, with the son trimming the father.

A Friend of the Juveniles.

The philanthropist of the picnic was undoubtedly W. J. Colville. From the vantage point of the prize stand he kept throwing out samples of cocoa, shoe-polish, cleansers, etc., etc., to swarms of the coming generation. At times there appeared to be an inexhaustible supply. But all things must have an ending and soon after the trees against the western sky began to throw their long shadows, the supply came to an end, the afternoon's fun was over, and the famous outing for the twenty-first time had come to a close. God save the King.

NOTES ON THE OUTING.

To Georgetown next year again.

An ear trumpet and a hat was all "Bob" Asher required Friday night.

Bed at two o'clock Saturday morning was considered early. Some missed it the Snack.

When "Bay" Hill and the tin photography man talk Italian, you would actually think you were in Venice.

The ball game was a real tragedy. Eighteen to ——, but then we were asked not to mention the actual score.

If Mayor Moore conducts his municipal affairs as he did those of the concert we should all like to live in Georgetown.

Where were Col. Stoneman, Jno. Wildfong, Russell Smith and Bert Groskurth? It is a long day since these missed the snack.

For many of the travelers there was an extra, if unofficial, bright spot in the outing—a pleasant time at the home of Mrs. Coffin.

Chas. Smye was not the only one who didn't know Harry Eckstein in female attire. He fooled even the chief of police and Billy Meen.

General Secretary Phineas McIntosh must once have been in the mail order business. He is compiling mailing lists for the benefit of the Snack.

The Drummers' Snack is one place where the tired traveler does not have to rise early to catch a train. He comes during the day and leaves when he wishes the next.

For three years previously W. J. Colville missed the Snack on account of his work taking him to Montreal. He is now back in Toronto and is still one of the keenest of members. Absence surely makes the heart grow fonder.

It was about as difficult to get news of the bowling contest from travellers as to extract secrets from a dumb waiter. With Georgetown citizens, however, it was different. They won the bowls presented by the president, C. C. Smye.

CATALOGUES AND BOOKLETS.

S. F. Bowser & Co., Inc., Fort Wayne, Ind., and Toronto, are sending out attractive booklets and literature regarding their self-measuring oil outfits. One of these, "For Your Store," shows half-tone cuts of the various outfits manufactured by the firm, as well as illustrations of how these are made. A booklet entitled "More Profit With Least Effort" is illustrated with pen drawings as well as engravings demonstrating how the pumps are used. Another booklet of the folding type deals further with operation of the system; while a fourth shows cuts of stores in which it is installed.

Merchants' Picnics

Brantford, Ont., July 28.—Wednesday last saw a good crowd at Agricultural Park. The seventh annual excursion of the West Toronto Business Men was run to this city, bringing 700, the events being held at the park, and the St. Mary's intermediate lacrosse team, which played Brantford in the afternoon, brought 200 supporters. The Toronto excursion, with which there were many grocers, arrived in the city at 11.30, and went at once to the park.

The first of the sports was the baseball game, C. P. R. firemen vs. West Toronto Business Men. The score was 18-10, with the merchants on the long end.

In the afternoon a big list of races was run off. There were twenty-nine events on the programme, and the number was supplemented by several others.

Previous to the lacrosse match, Mayor Hartman welcomed the Toronto excursionists and the St. Mary's team and supporters.

GALT HAS GOOD PICNIC.

Galt, Ont., July 30.—The Merchants' picnic of 1913 is now a thing of the past and all that remains are memories of a most successful excursion.

Last Wednesday's outing was the sixth annual, and it proved to be the largest excursion party that has ever left Galt, between 1,800 and 2,000 people being aboard the two special trains. The crowd did not get home until the early hours of the morning, physically tired out, but all expressed themselves as being thoroughly satisfied with the day's enjoyment.

The attraction on the programme for the morning was the annual ball game between teams representing the North and South sides of Main Street for the championship of Galt. The South side team gave the followers of the game a big surprise when they finished victors by the close margin of 6 to 5.

There were sports of all kinds, and a splendid day was the result. The officers of the association and committees are:—

President—Frank Blair.

1st Vice-President—J. H. Laird.

2nd Vice-President—W. W. Wilkinson.

Secretary-Treasurer—G. T. Hamilton.

Asst. Secretary—A. Windell.

Transportation Committee—T. E. McLellan, T. A. Rutherford.

Advertising Committee—R. L. McGill, L. H. Cant, Dr. Deans.

Sports Committee—Hy. Dakin, Leon Shupe, A. S. Taylor, Mel. Willard, Jas. Fraser, C. D. Worthington, Dr. McKay, M. Mundy, G. B. Elliott, D. McNaught, John Alison, J. H. Laird, John Tait, Ed. Kinzie.

Music Committee—N. L. Moore, G. MacFarland, A. Willard, C. Head, S. L. Clark, F. MacDonald, C. Despond, R. Darragh, A. Dykeman, H. Willard.

Refreshment Committee—R. L. McGill, J. H. Laird, R. Meikleham, J. Walton, W. C. Glennie, J. Skoyles, A. C. Macauley.

GOOD CROWD ON SHORT NOTICE.

Regina, Sask., July 30.—By far the largest and most successful picnic party yet given this year was the picnic organized by the retail grocers of the city and held at Saskatchewan Beach last week. Fully 600 people took passage on the C. P. R. train. The day was all that could be desired so far as the weather was concerned and nothing occurred to mar the enjoyment of the occasion.

Taking into consideration the fact that only a week ago the picnic was first considered, the success with which every detail of the programme was carried out was nothing less than remarkable. As soon as the project was first talked of everyone went to work with a will to make the affair the best yet, and the result has been most gratifying to the committee in charge.

It is understood from those in authority that the event will be made an annual affair, and that next year the picnic will exceed that held this year in point of numbers at least by many hundreds.

UNIVERSAL HALF HOLIDAY.

Calgary, Alta., July 30.—"The biggest on record." That is what is claimed for the Retail Merchants' picnic held at Lowry Park, on the Bow River, last week. Fully 15,000 people, it is claimed, took in the outing. There were speeches, a baby show, foot races, potato and sack races, obstacle, egg and spoon races, a tug-of-war, a whistling race, etc., etc.

The result was a splendid time for everybody. One of the speakers, R. B. Bennett, M.P. for Calgary, advocated a universal weekly half holiday, not only in Calgary, but throughout Canada for merchants. He claimed that it was merely a question of all the workers getting together on the subject, and they could bring a universal weekly half holiday about. It need not necessarily be on Saturday; it might be Wednesday or Tuesday of the week; but if the people demanded it they could have it.

The Clerks' Page

By the Cub Reporter

ETIQUETTE FOR CLERKS.

By Harrold Haggan, Aylmer, Ont.

Every clerk is, or should be, desirous of increasing his or her selling powers and salary. In order to do this he must try to study out a plan whereby he can profit by it—not by dishonesty, but by honesty, as honesty is the best policy.

To this plan there is no limitations. He must meet the conditions just as they happen to fall in his path. Don't wait until it is too late, and then say: "If I had only done better yesterday, I would be worth more to-day."

There are some suggestions which I would like to make, which are as follows: Always greet the customer, if you are not busy with another customer, with a cheery "Good morning, Mrs. ——," and, with a smile, step up to the counter, book in hand, and proceed to take her order. When the order has been taken, it would be a wise plan to read over your list and see that she hasn't missed anything; then introduce any fresh fruit or vegetables which you have for sale, or some article which you have for display on the counter.

If the customer complains of the price try to give some feasible reason for it. This often makes a sale, which otherwise would be lost.

If the customer decides to carry her parcels after you have offered to deliver them for her, step to the door, and, opening it, dismiss her with a gentle "Good morning" or "Good-bye."

When business is not rushing, see that all of the bins are filled and enough soap unpacked, etc., etc. One instance which shouldn't have happened comes to my mind. A woman came into a grocery store and sat down on one of the stools at the side of the counter. The clerk was sitting on a box at the back end of the store reading a newspaper. He glanced up when the customer entered, but sat still and continued to read.

At last she became tired waiting and started to go out. Then the clerk was aroused to action. He jumped off the box and yelled after her: "Did you want anything?" The lady returned and asked if they had a certain kind of toilet soap. "Yep, we've got it somewhere. You just wait a minute and I'll see for sure."

He then proceeded to the warehouse like a mechanically-driven toy, and, after spending some time there, went to the cellar, and returned in a few minutes to say that "he guessed they didn't have any."

If this clerk had been wide awake he could have told the customer in a minute whether or not they had the article, and if they did, he should have known exactly where it was.

CLERK WHO SPEAKS GERMAN.

A Western merchant inquired from Canadian Grocer last week for a clerk who wanted to go West and who was capable of taking charge of a department. He preferred one who could speak German as well as English. His name and address will be given on application by letter to our Toronto office.

PERSONAL ATTENTION.

Clean linen.
A clean shave.
A shoe shine.

"These three things should form part of the attention of every clerk every morning." So says a prominent salesman with one of the largest store equipment houses in Canada and the United States.

This man believes greatly in the selling power of cleanliness. A clerk, he maintains, before assuming his duties each day should see that the linen he is wearing is unsoiled; he should see that his beard—if he is old enough to grow one—has been shaved, and that his shoes are carefully shined.

"Customers appreciate these things," he declared, "even if they do look small. They give the idea that here is a clerk who desires to give good service, clean goods and courteous treatment. They are business builders of no mean standing."

Personal attention is surely an important requisite in a good salesman.

OBSERVATIONS OF THE CUB REPORTER.

Wisdom is worth more than riches.

* * *

There is no defeat except from within.

* * *

A salesman sells; a clerk waits on customers.

* * *

If a clerk is worth his salt he must be a worker.

* * *

The man who does best what the multitude does well is to be envied.

* * *

Personal cleanliness is part of the service to which customers are entitled.

* * *

Longfellow says that great is the art of beginning, but greater is the art of ending.

* * *

Happiness, some one has said, is a fruit that grows low along the ground. Little children and wise men pick it, while fools are looking up at the trees."

Chas. James Simmons, for many years in the retail and wholesale grocery business in St. Vincent, B.W.I., has passed away. The business will be carried on in future by James Kernahan and his son, C. J. Simmons, as Gregg & Co.

Current News of the Week

QUEBEC AND MARITIME

The storehouse of Auld Bros., general merchants, Charlottetown, P.E.I., was destroyed by fire.

John A. Moir, tea broker, Montreal, had a visit from J. C. Whitney & Co., Chicago, last week.

A. G. Snowdon, Snowdon & Ebbitt, Montreal, has returned from an extended trip through to coast.

T. N. Anderson, of Montreal, Canadian sales manager of the American Can Co., visited New York last week.

J. E. Hawkins of E. Hatton Co., Montreal, P.Q., is spending a few days at his summer home, Woodlands, P.Q.

A. H. Brittain, Maritime Fish Corporation, Limited, Montreal, paid a visit to Toronto last week with his wife and baby.

Geo. R. Adams, Richard Dickenson Co., Limited, London, Eng., was in Montreal all last week opening up agencies. He left on Saturday for Maritime Provinces.

A. W. Forsyth, assistant manager of the grocery department of Goodwins, Ltd., Montreal, returned last week from a two weeks' holiday at his camp at Johnston's Point, P.Q.

Augustin Comte & Cie, Limitee, Montreal, have suffered heavy loss from fire. Their premises were gutted, correspondence and everything having been lost. Those who have lately written them would do well to correspond again.

Laporte, Martin, Limitee, Montreal, intimate that "La Lune" and "Le Soleil" are their brands of castille soap, and are not to be confused with "Minerva," their olive oil mark, as might be inferred from their advertisement in last week's issue.

Ontario.

E. Vatcher, grocer, Toronto, is succeeded by W. G. Bagley.

Mr. Fox, of Fox & Brady, Lindsay, has gone into business for himself.

R. B. Hayhoe, Toronto, is spending two weeks' vacation in Muskoka.

David Bell, general merchant, Rockton, Ont., died recently at the age of 62.

Samuel Taber & Son, Norton, Ont., have disposed of their general store to F. S. Harrison.

Capt. Wm. J. Ramsay, an old-time wholesale grocer in Toronto, passed away last week.

Jas. Burns, grocer, Brantford, Ont., spent a few days in Toronto towards the end of last week.

The annual picnic of the D. S. Perrin Co., London, Ont., was held last week to Port Stanley, Lake Erie.

The McCormick Manufacturing Co., London, Ont., held their annual picnic last week at Springbank Park.

C. R. Furness, representing Red Rose Tea, started again on the "road" this week, after an extended vacation.

Thomas Kinnear, of Thomas Kinnear & Co., Toronto, has returned after a five weeks' tour of Western Canada.

Burglars entered the grocery stores of O. L. Kreitner and Campaigne Bros., Niagara Falls, Ont., last week. The former lost only 62 cents, but the latter were less fortunate, the robbers getting $30 in cash and a watch.

The Grocers' section of the Retail Merchants' Association of Woodstock, Ont., met recently, and decided to change the closing hours from 7 to 6.30 p.m. except Saturday which will be 10 o'clock, with no orders taken for delivery after 8 p.m. The Ministerial Association was consulted and were quite in favor of this change for the summer months. Fred Millman is the president.

Western Canada.

Andrew Murray, grocer, Vancouver, is dead.

Heaney Bros., grocers, Winnipeg, are succeeded by Gadway & Co.

B. Grand, grocer, Winnipeg, has been succeeded by Grand & Gilfix.

A. C. Waller, grocer, St. Boniface, Man., is succeeded by Howat & Trumpour.

Joseph H. Payne has purchased the grocery stock of the A. & W. Sales Co., Wetaskiwin, Alta.

W. C. Norris, grocer, Nokomis, Sask., has installed a new silent salesman and a large cash register.

Rubin & Grand, Maple Creek, Sask., have taken over the Maple Creek Supply Co. and will retain the latter name.

The employes of the F. R. MacMillan departmental store, Saskatoon, Sask., held their first annual picnic last week.

A $16,000 fire occurred recently in the general store of S. W. Dawson, Earl Grey, Sask. Loss was partly covered by insurance.

A Retail Merchants' Association has been formed in Battleford, Sask. The officers are:—A. J. McCormack, president; F. E. Duxbury, 1st vice-president; M. H. Argue, 2nd vice-president; G. H. Guzzwell, treasurer; and G. T. Young, secretary. Sixteen members were obtained at the meeting, and these also became members of the provincial organization with which the local association is affiliated.

The Railway Commission of Saskatchewan has ruled in favor of the Retail Grocers' Association in Prince Albert to the effect that the railway companies cannot collect here from consignees cartage for transporting goods from premises of the shippers in any Western city to the cars. Up to the present it has been the custom to have on the freight bills what is called an "advance charge." This means that the railways were collecting from the local consignee the charges of the cartage company in another city for transporting the goods from the premises to the car.

At the meeting of the Kelowna, B.C., Merchants' Association recently the subject of giving credit to "slow payers" was discussed. For a long time it has been felt that some combined action should be taken to stop the increasing burden of bad debts and the doubtfful accounts with which the merchants have to contend, and steps are being taken which will help to reduce these to a minimum.

The need of legible signs at the corners of the streets was also brought up, and a resolution passed that the council be urged to provide these. The assistance of the board of trade was invoked in pressing the matter upon the council.

To ALBERT HUDON, of Hudon & Orsali, Montreal. Mr. Hudon was born in Montreal on August 1, 1872, and has been seventeen years with the above business.

* * *

To JAMES LANGSKILL, president of White & Co., wholesale fruit dealers, Toronto. Mr. Langskill was born in the Orkney Islands, Scotland, August 7, 1864. He has been connected with White & Co. for the past seven years, and previously was in the grocery business for 15 years.

Opening Canned Goods' Prices are Out

Early Vegetables and Fruits Generally Lower Than Year Ago—Big Consumption of Sugar at Present, Due to Preserving Season—Some Dried Fruit Advances.

MARKETS IN BRIEF

QUEBEC.

PRODUCE AND PROVISIONS—

Cooked meats higher by ½ to 1 cent.
Butter continues to show easiness. Decline of 1 cent anticipated.
Cheese firming up at country points.

FISH AND OYSTERS —

Gaspe salmon advance 2 cents.
Doree up another cent.
Domestic canned sardines up about 10 per cent.

FRUITS AND VEGETABLES—

Heavy season for raspberries and cherries now over.
Blueberries coming forward slowly.
Potato and tomato markets appear to have become settled once more.

FLOUR AND CEREALS—

Rolled oats drop to $2.10 for 90s.
Crop prospects excellent.
Higher prices looked for on mill feeds.

GENERAL GROCERIES—

Opening prices announced on canned goods.
Several advances recorded in nuts.
Molasses firm; stocks in retailers' hands light.
Coffee keeps easy .
Cotton seed oil registers a still further advance.

ONTARIO.

PRODUCE AND PROVISIONS—

Hams and backs advance again. Increase of 10 to 25 cents in hogs.
Compound lard up ½ cent.
Eggs have firmer tendency; butter falls off.

FISH AND OYSTERS—

Trout and whitefish advance 1 to 2 cents, both scarce.

FRUIT AND VEGETABLES—

Cucumbers, potatoes and tomatoes more plentiful, with cucumbers cut in two.
Raspberries and cherries retain prices and crop will be over in a week.

FLOUR AND CEREALS—

Advance of 10 cents in cornmeal, and a drop of 5 cents in rolled oats and oatmeal. Wheat reports continue favorable. Ninety per cent. of Ontario fall wheat harvested.

GENERAL—

Big reductions in many lines of canned goods, particularly peas.
Advance in new crop of prunes.
Better grades of new tea higher.
Canadian beans drop 30 cents.

QUEBEC MARKETS.

Montreal, July 29.—As this is now the between seasons period, and approaching the time when a great number of travellers will be taking their holidays, trade is seasonably dull. No complaints are heard, however, so that the dullness would appear in no way abnormal. Remittances, too, are fair, and with fine growing weather rushing on an early harvest, dealers are more hopeful than ever for a good healthy fall business.

Another advance has been recorded in cottonseed oil, which is now quoted at $1.20 to $1.35, according to quantity. Dealers are beginning to ask if it will ever stop advancing.

SUGAR.—Demand for sugar continues heavy. Refiners are working to full capacity, and in one case are said to be still behind with orders. Stocks on hand are light, so that with heavy preserving ahead there appears no possibility of demand letting up. On the other hand, prospects for European beet crop are exceptionally good. Though rumors have said that sugars are to-day below cost of production, some hesitate to believe it on the ground of observations in the past. Dealers, however, anticipate no change in immediate future until something more definite can be ascertained with regard to new crop and available supply for future.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	4 30
20 lb. bags	4 40
2 and 5 lb. cartons	4 60
Second grade, in 100 lb. bags	4 15
Extra Ground Sugars—	
Barrels	4 70
50 lb. boxes	4 90
25 lb. boxes	5 10
Powdered Sugars—	
Barrels	4 50
50 lb. boxes	4 70
20 lb. boxes	4 90
Paris Lumps—	
100 lb. boxes	5 05
50 lb. boxes	5 15
25 lb. boxes	5 35
Crystal Diamonds—	
Barrels	5 10
100 lb. boxes	5 25
50 lb. boxes	5 35
5 lb. cartons	6 20
Crystal Dominoes, cartons	7 00
Yellow Sugars—	
No. 3	4 35
No. 2	4 25
No. 1	3 95

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

MOLASSES.—There is little change in the molasses situation this week. Market holds firm, and with a shortage in the crop of about 20,000 puncheons, as compared with last year, conditions would appear to favor an advance rather than a decline. Further, molasses came out on bare market, in one dealer's estimation the barest in 25 years. Retailers have been buying, but not heavily, so that dealers look for a heavy demand in the fall, and under these conditions anticipate an advance.

Barbados Molasses—	Prices for Island of Montreal. Extra Fancy.	Fancy.	Choice
Puncheons	.44	.41	.39
Barrels	.47	.44	.42
Half Barrels	.49	.46	.44

For outside territories prices range about 2 cents lower per gallon than for delivery, Island of Montreal.

Carload lots of 20 puncheons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb. .03¼; ½ bbls. .03½; ¼ bbls.	.03¾
Pails, 38½ lbs. 1.75; 25 lbs.	1.25
Cases of 2 doz. 2-lb. tins, per case	2 40
Cases of 1 doz. 5-lb. tins, per case	2 75
Cases of ½ doz. 10-lb. tins, per case	2 65
Cases of ¼ doz. 20 lb. tins, per case	2 60
Maple Syrups—	
Pure, per 8½ lb. tin	0.75
Pure, in 15 gal. kegs, 8c. per lb., or per gal	1.00
Maple Sugar, pure, per lb.	0 10 0 11

DRIED FRUITS.—There is much skirmishing with regard to raisins. Question arises as to whether California loose will be able to hold the business they captured last year if Valencias can be bought at ½c to ¾c cheaper than 3-crown Californias at prices quoted by the combination. It has been suggested that in some quarters a special price should be made for Canada in order to meet outside competition. Whether the Canadian trade will stand by the California raisins or not is a question, but with Valencias at a lower figure the temptation to swing over would be strong.

EVAPORATED FRUITS.		Per lb.
Apples, 50-lb. boxes	0 08	0 11
Nectarines, choice	....	0 11
Peaches, choice	....	0 09¾
Pears, choice	....	0 12½
DRIED FRUITS.		
Candied Peels—		
Citron	....	0 17
Lemon	....	0 11
Orange	....	0 12
Currants—		
Amalias, loose	....	0 07
Amalias, 1-lb. pkgs.	0 07½	0 08½
Filiatras, fine, loose	0 06½	0 07
Dates—		
Dromedary, package stock, per pkg.	....	0 10
Fards, choicest	....	0 11
Hallowee, loose	....	0 05
Hallowee, 1-lb. pkgs.	....	0 06½
Figs—		
Finest, 6 crown, about 12 pounds	....	0 15
Same fruit, 5 and 4 crown, 1 and 2 cents less.		
Prunes—		
40 to 50, in 25-lb. boxes	....	0 13
50 to 60, in 25-lb. boxes	....	0 12
60 to 70, in 25-lb. boxes	....	0 11
70 to 80, in 25-lb. boxes	....	0 07½
80 to 90, in 25-lb. boxes	....	0 07
Raisins—		
Malaga table, box of 22 lbs., according to quality	2 50	5 25
Muscatels, loose, 3 crown, lb.	....	0 06½
Sultana, loose	....	0 10
Sultana, 1 lb. pkgs.	....	0 11
Valencias, old stock	....	0 04
Seeded, fancy	....	0 08½
Seeded, choice	....	0 08

Prices quoted on all lines of fruits liable to be shaded for quantities, according to the state of the market.

TEA.—Market for Japans is keeping firm for second and third crop leaf. There is a cable quotation of 13¾ car load lots of fourth crop leaf, and shows clean, good made tea, of excellent quality at that figure.

An advice recently received from Japan states that teas bought in May could not be bought to-day except at an advance.

High grown good liquoring teas in Ceylon greens are also up. One of the biggest shippers refuses to take orders

owing to being filled up for some weeks to come. This scarcity would tend to predict even higher prices.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 18	0 25
Common	0 15	0 18
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Spanish No. 1	....	0 12¼
Virginia No. 1	....	0 13¼
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsucy, gunpowder, pinhead	0 30	0 50

COFFEE.—Market on lower grades still shows a declining tendency, and there is every reason to believe that a decline will shortly follow. In every case manufacturers are reducing prices where they can afford to do so, but as yet have made no change in list prices.

Coffee, Roasted—	Per lb.	
Jamaica	0 21½	0 23½
Java	0 30	0 40
Maracaibo	0 22½	0 24½
Mexican	0 25	0 28
Mocha	0 28	0 29
Rio	0 19½	0 21½
Santos	0 21½	0 23½

SPICES.—Revision of prices following reviewing of stock on part of some jobbers here has dropped maximum prices on ground cloves and white ground pepper each 1 cent. Otherwise prices continue steady, with no change.

Spices—	Per lb.	
Allspice, ground	0 13	0 15
Allspice, old	0 08	0 10
Cinnamon, whole	0 18	0 20
Cinnamon, ground	0 18	0 20
Cinnamon, Batavia	0 25	0 30
Cloves, whole	....	0 25
Cloves, ground	0 30	0 33
Cream of tartar	0 25	0 30
Ginger, Cochin	0 18	0 21
Ginger, Jamaica	0 22	0 25
Ginger, Jamaica, whole	0 17	0 20
Mace	....	0 75
Nutmegs, brown, 64s, 50c; 80s, 40c; 100s	....	0 60
Nutmegs, ground, pure, 1 lb. tins, 70c; bulk	....	0 60
Peppers, black, ground	0 16	0 18
Peppers, black, whole	0 15	0 17
Peppers, white, ground	0 25	0 27
Peppers, white, whole	0 25	0 27
Seeds—	**Per lb.**	
Canary	0 05½	0 06
Caraway	0 09	0 10
Cardamon	....	0 09
Celery	0 35	0 40
Hemp	0 05	0 05½
Rape	0 07	0 07½

RICE AND TAPIOCA.—Quite a moderate amount of both these lines is selling, but as demand is simply that of usual midsummer, no change is anticipated in very near future.

Carolina Rice—	Per 100 lbs.	
Canadian		7 10
Imported hand-picked		9 00
Imported fancy	....	8 00
Patna Rice—		
Polished		4 40
Finest imported, 224 lb. bags		5 37½
For prices on 112 and 56 lb. lots add 12½ and 25c respectively to 224-lb. price.		
Rangoon Rice—		
Grade B, bags of 50 and 250 lbs.		3 15
Grade B, pockets and ½ pockets		3 25
Grade CC, bags of 50 and 250 lbs.		3 05
Grade CC, pockets (25 lbs.)		3 15
Grade CC, ½ pockets (12½ lbs.)		3 25
Rices, other grades—		
Crystal		5 10
Ice dips		5 45
Imperial glace		4 90
India, bright, 250-lb. bags		3 30
Lustre, loose, 250-lb. bags		3 60
Pearl		4 60
Snow		5 30
Sparkle		5 10
Sago—	**Per lb.**	
Brown	0 04½	0 05½
White	....	....
Tapioca—		
Medium pearl	0 05½	0 06
Seed pearl	0 06	0 06½

NUTS.—All nuts are on upward trend. Marbot walnuts in shell are now up to 14c and 15c; Tarragona almonds have advanced ½c to 15½c and 17½c; Brazils in shell are now quoted at 20c to 21c, an advance of 1c; polished pecans, large, in shell, have gone up 1c to 18c and 19c, and shelled walnuts are up to 29c and 30c. Virginia peanuts are also strong, and liable to get the advancing habit also.

In shell—	Per lb.	
Almonds	....	0 17
Brazils	0 20	0 21
Filberts	0 13	0 14
Peanuts, American, according to qual.	0 08¾	0 11¾
Peanuts, French	....	0 09
Pecans, polished, large	0 18	0 19
Walnuts, marbots	0 14	0 15
Shelled—		
Almonds, Tarragona, soft	0 15½	0 17½
Almonds	0 33	0 34
Almonds, Valencia	0 37½	0 39
Peanuts	0 08	0 09
Walnuts, new	0 29	0 30

ONTARIO.

Toronto, July 30.—With most of the travellers taking next two weeks off for holidays, and summer outing season at its height, it could not be expected that business would be very brisk this week. Many in the trade report the "dog days" season. Some city travellers report a larger proportion of people away at the resorts than usual, with a resultant dropping off in family trade that the increased number of transients fails to even up. There is, moreover, practically no speculative business carried on, and a large percentage of early spring orders for fall shipment are being deferred by the retailers pending a better knowledge of conditions. Collections this week are perhaps not as favorable as a short time ago, as grocers report many bills left unpaid by pleasure-seekers, who preferred to let monthly debts stand aside until their outing had been assured.

The head of a wholesale Canadian firm, who has returned from an extensive tour, was inclined to a slight feeling of pessimism about present conditions in Western Canada, but he was quite cheerful about the coming crop and the stimulating effect it would have on the financial situation. Conditions throughout the province of Ontario he reported as "healthy," and said he had found very little difference over last year in payments.

Market prices generally show fewer changes than for several weeks.

SUGAR.—The heavy demand continues, and market is fractionally up. Some expect an increase ,as the present rates, it is said, are conceded to be below the cost of production and far lower than two years ago. As off-setting this tendency in another direction, beet sugar has dropped 25 cents per cwt.

Extra granulated, bags	4 40
Extra granulated, 20-lb. bags	4 50
Extra granulated, 5-lb. cartons	4 70
Extra granulated, 2-lb. cartons	4 70
Second grade granulated	4 25
Yellow, bags	4 00
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	4 80
Powdered, 50-lb. boxes	4 80
Extra ground, 50-lb. boxes	5 00
Extra ground, 25-lb. boxes	5 20
Powdered, bbls.	4 60
Powdered, 25-lb. boxes	5 00
Crystal diamonds, 5 lb. boxes	7 10
Crystal Dominoes, 5 lb. boxes	7 20
Paris lumps, in 100-lb. boxes	5 15
Paris lumps, in 50-lb. boxes	5 25
Paris lumps, in 25-lb. boxes	5 45
Paris lumps, cartons, 25 to case	0 35

MOLASSES AND SYRUP. — The market continues dull, and no changes in prices have occurred this week.

Syrups—	Per case.	
2 lb. tins, 2 doz. in case		2 40
5 lb. tins, 1 doz. in case		2 75
10 lb. tins, ½ doz. in case		2 65
20 lb. tins, ¼ doz. in case		2 60
Barrels, per lb.		0 03¼
Half barrels, lb.		0 03½
Quarter barrels, lb.		0 03¾
Pails, 38½ lbs. each		1 75
Pails, 25 lbs. each		1 25
Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50
Maple Syrup—Compound—		
Gallons, 6 to case		4 80
½ gals., 12 to case		5 40
¼ gals., 24 to case	4 80	5 40
Pints, 24 to case	2 70	3 00
Maple Syrup—Pure—		
5 gallon cans, 1 to case	....	1 25
Gallons, 6 to case	6 60	8 00
½ gallons, 12 to case		7 25
Quarts, 24 to case	7 25	8 40
Pints, 24 to case	....	4 70
Maple Sugar—		
Pure, per lb.	0 14	0 15
Maple Cream Sugar—		
24 twin bars	....	1 80
40 and 48 twin bars	....	3 60
Maple butter, lb. tins, dozen	....	1 90

NUTS.—An increase in Brazils and a similar tendency in almonds and walnuts mark the situation in nuts. The new walnut crop is very small, and almonds, while plentiful in Spain, will be a small crop in Italy.

In shell—	Per lb.	
Almonds, Formigetta	0 15	0 16
Almonds, Tarragona	....	0 17
Brazils	....	0 15
Filberts, Sicily	....	0 12½
Filberts, Barcelona	....	0 09½
Peanuts, green, per lb.	0 10	0 10½
Peanuts, roasted	0 12	0 14
Pecans	0 18	0 20
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Grenoble	0 16	0 16½
Walnuts, Marbots	0 14	0 15
Walnuts, Cornes	0 13	0 14
Shelled—		
Almonds	....	0 40
Filberts	....	0 27
Peanuts	0 09	0 10
Pecans	....	0 75
Walnuts	0 34	0 35

RICE AND TAPIOCA.—Tapioca is easier this week, and medium pearl and seed pearl dropped ½c each.

Rangoon, per lb.	0 03¼	0 04
Rangoon, fancy, per lb.	....	0 05½
Patna, per lb.	0 05½	0 06½
Japan, per lb.	0 05½	0 06
Java, per lb.	0 06½	0 07
Carolina, per lb.	0 08	0 10
Sago—		
Brown, per lb.	0 05	0 05½
White, per lb.	....	0 05½
Tapioca—		
Bullet, double goat	....	0 09½
Medium pearl	....	0 05½
Seed pearl	....	0 05½
Flake	....	0 09½

SPICES.—The market for the most part continues steady, with cloves slightly higher, and white peppers exhibiting the same feeling.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 95	—1 08
Cream tartar	30—31		
Curry powder	—35		
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00		0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	19—22	67—0 75	80—0 90
Peppers, white	27—29	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18		

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Cardamon seed, per lb., in bulk	2 25	1 80
Cinnamon, Ceylon, per lb.	....	0 50
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 60	0 70
Shredded cocoanut, in pails	0 17	0 20

COFFEES.—The fall in Rios and Santos was not so marked this week, but prices in these cheaper grades are even easier than one week ago. The better grades keep the same level and many predict a slight advance.

TEA.—No further details are to hand of the damage by floods in India and Ceylon, and the markets generally are very firm. A cable received in Toronto on Wednesday of this week stated "that the quality of Ceylons in London has improved. Common teas are steady; good teas slightly higher." Japan teas opened easier.

Coffee, Roasted—		
Bogotas	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 35
Maricaibo	0 25	0 26
Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 18	0 20
Santos	0 21	0 23
Chicory, per lb.	0 10	0 12

DRIED FRUITS.—Futures rather than the present market conditions are the most interesting features this week. A wire to a firm of importers on Wednesday morning from San Francisco announced that the new crop of prunes would be ¾c a pound higher than last year's, and that peaches would follow suit. Another quotation for the latter made them ½c a lb. higher, and, with raisins 2c more, the prediction of a fortnight ago has been verified.

A further wire from San Francisco states that the markets are advancing with the heavy demand and the "unfavorable outlook for the new crop." This condition is due to unseasonable rains following an unusually hot spell.

Apricots have been gradually advancing owing to the poor crop, and are quoted at from 1c to 2c higher than two weeks ago. Fancy seeded raisins are a shade more.

The date crop is reported good, and warlike conditions do not seem to matter much. "The belligerents rub off their war paint and start picking dates when the right time comes," remarked an importer.

Apples, evaporated, per lb.	0 07½	0 08
Apricots—		
Standard, 25 lb. boxes	0 15	0 17
Choice, 25-lb. boxes	0 17	0 19
Fancy	0 20	0 22
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Currants—		
Filiatras, per lb.	....	0 07
Amalas, choicest, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Vostizzas, choice	....	0 10
Vostizzas, shade dried,	0 10½	0 11
Cleaned, ¼ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½
Figs—		
Natural figs, in bags, lb.	0 05	0 07
Comadre figs, in taps, per lb.	0 04	0 04½
Eleme figs, in boxes, according to size, lb.	0 10	0 15
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 09	0 10
Choice, 50 lb. boxes	0 8¾	0 09
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 12½	0 13¼
40 to 50, in 25-lb. boxes, faced	....	0 11¼
50 to 60, in 25-lb. boxes, faced	....	0 09
60 to 70, in 25-lb. boxes, faced	....	0 07½
70 to 80, in 25-lb. boxes, faced	....	0 07
80 to 90, in 25-lb. boxes, faced	....	0 06½
90 to 100, in 25-lb. boxes, faced	....	0 06
Same fruit in 50-lb. boxes, unfaced, ½c less.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, old stock	0 08	0 08½
Seeded, fancy, 1 lb. packets	....	0 09
Seeded, choice, 1 lb. packets	0 08	0 08

BEANS.—The new crop is coming in fairly freely, and the price has dropped 35c a bushel.

Beans, Canadian, H.P., per bushel	....	1 90
Austrian pea beans, H.P.	2 75	2 85

CANNED GOODS.

Montreal, July 29.—Opening prices on a number of canned goods have finally been announced, and reductions are general all along the line, the most important of which was on peas. Among those who made predictions, some can now congratulate themselves on having come pretty close to the mark. The others—well, there was something unforeseen that could not be reckoned upon.

A reduction has also been made in clover leaf salmon, so that prices now quoted are as follows:

Flats, 1s,	2 65	2 67½
Talls, 1s,	2 60	2 62½
Flats, ½s,	1 50	1 52½

Casarco brand sardines have this week been advanced $1 on ¼ lb tins, and $2 on ½ lb. tins, an advance of about 30 per cent. Niobe brand also have moved up about 10 per cent.

Opening prices on fruits and vegetables follow:

Group A, per doz.		
2's Asparagus Tips	....	2 27½
2's Asparagus Butts	....	1 42½
2's Beets, Sliced, Blood Red, Simcoe	....	0 97½
2's Beets, whole, Blood Red, Simcoe	....	0 97½
2's Beets, Whole, Blood Red, Rosebud	....	1 27½
3's Beets, Sliced, Blood Red, Simcoe	....	1 32½
3's Beets, Whole, Blood Red, Simcoe	....	1 37½
3's Beets, Whole, Blood Red, Rosebud	....	1 52½
3's Cabbage	....	0 97½
2's Carrots	....	0 97½
3's Carrots	....	1 27½
2's Peas, Standard, sieve 4	....	0 82½
2's Peas, Early Junes, sieve 3	....	0 85
2's Peas, Sweet Wrinkles, sieve 2	....	0 87½
2's Peas, Extra Fine Sifted, sieve 1	....	1 27½
Gals. Peas, Standards	....	4 02½
Gal. Peas, Early Junes	....	4 12½
Gal. Peas, Sweet Wrinkles	....	4 27½
2's Spinach	....	1 27½
3's Spinach	....	1 77½
Gals. Spinach	....	5 30

(Group B is 2½c. doz less in each case.)

FRUITS.

2's Black Cherries, pitted H.S.	....	1 92½
2's Black Cherries, not pitted H. S.	....	1 52½
2's Red, Ptd, Cherries, H.S.	....	1 92½
2's Not ptd., Red Cherries, H.S.	....	1 52½
Gals., Ptd., Cherries	....	8 52½
Gals. Not Ptd, Cherries	....	8 02½
2 s Cherries, White Ptd., H.S.	....	1 92½
2's Cherries, White, Not Ptd., H.S.	....	1 52½
2's Black Currants, H.S.	....	1 92½
2's Preserved, Black Currants	....	2 27½
Gals. Black Currants, Standard	....	5 27½
Gals. Black Currants, Solid Pack	....	8 27½
2's Red Currants, H.S.	....	1 92½
2's Red Preserved Currants	....	2 27½
Gal. Red Currants, Standard	....	5 27½
Gals. Red Currants, solid pack	....	8 27½
2's Gooseberries, H.S.	....	1 77½
2's Gooseberries, Preserved	....	2 02½
Gals. Gooseberries, Standard	....	7 02½
Gals. Gooseberries, solid pack	....	8 77½
2's Pineapple, sliced, H.S. White Bahama	....	1 92½
2's Pineapple, grated, H.S. White Bahama	....	1 47½
2's Pineapple, whole, H.S., White Bahama	....	1 92½
3's Pineapple, whole, H.S. White Bahama	....	2 47½
2's Rhubarb, Preserved	....	1 52½
3's Rhubarb, Preserved	....	2 27½
Gals. Rhubarb Standard	....	3 52½
2's Strawberries, H.S.	....	1 92½
2's Strawberries, Preserved	....	2 27½
Gals. Strawberries, standard	....	7 52½
Gals. Strawberries, solid pack	....	9 77½

(Group B is 2½c doz. less in each case.)

Toronto, July 30.—The street wears the "canned" brand of a smile this week that has been missing for a twelvemonth. The new prices issued by the canners have been received with evidences of satisfaction; in fact, in peas and one or two other lines the quotations are below what was even hoped for. A full comparison with last year appears elsewhere in this issue.

"The canners have done pretty well by us, I think," said one wholesaler to Canadian Grocer. "They seem to have reduced prices even beyond what you might call the legitimate relation of supply and demand. A drop was badly needed to put the business on a better footing with the consumer. Prices this year ought to result in much larger business, and the crop appears large enough now to make a 40 per cent. reduction in orders necessary."

In the remaining lines such as corn, tomatoes and peaches, a similar slashing is looked for.

While the American canners have begun to quote, and at rates higher than last year, the Canadian figures are not likely to be out until well on in August. The American run has fallen far below the normal, but the Canadian so far has been quite satisfactory.

The canners' quotations on fruits and vegetables for Ontario are similar to those for Quebec quoted above.

MANITOBA MARKETS.

POINTERS—

Prunes.—Advance 1 cent.

Evaporated Apples.—Advance 1 cent.

Shelled Almonds.—Advance 1 cent.

Winnipeg, July 30.—Your correspondent has just returned from a prolonged tour of the grain fields of Manitoba during which some 3,000 miles were travelled by rail and auto and thousands of acres of wheat and other grains examined. To sum up the results of this trip of inspection would say:

(1) Manitoba has a good average crop which with a continuation of present ideal weather conditions will be somewhat above average.

(2) Harvesting wheat will commence August 15 and be general August 20.

(3) With good harvest weather there will be more high grade wheat than last year and prices will be a little better.

This cannot but be considered an encouraging outlook and there are evidences everywhere of an improved tone in business. Western retailers all look for good fall and winter business and are not complaining of dull times at present.

Wholesale grocers report orders as coming for larger quantities than has prevailed for some time and country merchants at last seem inclined to carry heavier stocks. Collections are fair but there is money coming in all the time in small amounts. There are some changes in prices of staples of interest. Dried fruits are dearer and several proprietory articles are slightly advanced.

SUGARS.—There is, as is usual, a heavy consumptive demand for sugar at this time of year but stocks have so far

been adequate for requirements. Prices are steady but the Eastern market is said to be a shade weak and unsettled.

Extra standard granulated, per bbl.	4 85
Montreal yellow, per bbl.	4 45
B.C. yellow, per barrel	4 45
Icing sugar, per barrel	5 45
Powdered, per barrel	5 25
Lumps, hard, per barrel	5 75
Sugar in sacks, 5 cents less.	

SYRUPS.—Trade in syrups is dull and featureless as is usual at this season of year. No changes in prices.

Corn Syrups—		
2 lb. tins, per case	....	2 25
3 lb. tins, per case	....	2 63
10 lb. tins, per case	....	2 51
20 lb. tins, per case	....	2 62
Barrels, per 100 lbs.	....	3 82
Molasses, New Orleans, gal.	0 33	0 35
Molasses, Barbados, gal.	0 45	0 50
Maple syrup, quarts, per case	....	6 20
Maple syrup, ½ gals.	....	5 85

DRIED FRUITS.—Trade in dried fruits is quiet for present as green fruits are abundant and reasonable in price. Some sizes of prunes have advanced ¼ cent and evaporated apples are also up 1 cent per lb.

		Per lb.
Prunes—		
Prunes, 80 to 90, 25 lbs.	....	0 06
Prunes, 90 to 100, 25 lbs.	....	0 05¼
Prunes, 70 to 80, 25 lbs.	....	0 06½
Prunes, 60 to 70, 25 lbs.	....	0 07½
Prunes, 50 to 60, 25 lbs.	....	0 08¼
Prunes, 40 to 50, 25 lbs.	....	0 10¼
Apricots—		
Choice	....	0 15½
Standard	....	0 13½
Slab	....	0 11½
Nectarines	....	0 11½
Cooking Figs—		
Choice boxes	....	0 06¼
Half boxes	....	0 06½
Half bags	....	0 05¼
Valencia Raisins—		
Fine, f.o.s., 28s, s.p., per box	....	2 75
Fine, selected, 28s, s.p., per box	....	2 70
4-crown layers, 22s, s.p., per box	....	2 65
4-crown layers, 17s, s.p., per box	....	1 35
4-crown layers, 17s, s.p., per box	....	0 75
Ne plus ultra, 82s, s.p., per box	....	2 20
Sultanas—		
California	....	0 09¾
Smyrnas	0 14	0 14
Currants—		
Dry clean, per lb.	....	0 07½
Washed, per lb.	....	0 07¾
1-lb. package	....	0 08¾
2-lb. package	....	0 17¾

TEAS AND COFFEES.— World's visible supply and stocks of coffee would seem to indicate that coffee prices are as low as they will go but much depends on volume of the Santos crop which will be on market in August and September.

Coffee—		
Green Rio, No. 5	....	0 14¾
Roasted Rio	....	0 20
Green Santos	....	0 15¾
Roasted Santos	....	0 22
Chicory	....	0 11¼
Teas—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japans, May picking	0 35	0 50
Japans, choice	0 35	0 45

NUTS.—A further advance in shelled almonds hardly comes as surprise as everything points to them being scarce and dear. There is a fair trade in all lines.

Brazil	0 18	0 19
Tarragona almonds	....	0 16¼
Peanuts, roasted, Jumbos	....	0 13
Peanuts, choice	....	0 11
Pecans	....	0 22
Marbot walnuts	....	0 13½
Grenoble walnuts	....	0 16
Sicily filberts	....	0 11¼
Shelled almonds	....	0 38
Shelled walnuts	....	0 31

BEANS.—Trade in white beans and kindred lines continues normal with prices unchanged.

Beans—		
Hand picked	....	2 35
3 lb. picker	....	1 95
Peas—		
Split peas, sack, 98 lbs.	....	3 85
Whole peas, bushel	2 75	2 85
Barley—		
Pot barley, per sack 98 lbs.	....	4 75
Pearl barley, per sack 98 lbs.	....	3 65

FLOUR AND CEREALS.—The domestic demand for flour is satisfactory; export trade dull. Prices unchanged. Net prices cotton bags to Manitoba:

Best Patents, bbl.	....	5 60
Seconds	....	5 10
First Clears	....	4 20
Low grade	2 90	3 10
Jute bags 10 cents less.		
Cornmeal, 98 lbs.	....	1 95
Rolled Oats, 80 lbs.	....	1 65
Wheat granules, bale, 16.60	....	3 25
Granulated Oatmeal, 98 lbs.	....	2 15

FRESH FRUITS AND VEGETABLES.—The beautiful weather of past two weeks has greatly stimulated trade in fresh fruits and as there is little wild fruit this year there is good demand for preserving varieties. Local vegetables are plentiful but not so cheap as might be expected.

Bing Cherries, 24 quarts	....	5 00
Raspberries	....	4 00
Bananas, per bunch	2 50	3 50
Californian lemons, crate	....	10 00
Messina lemons	....	8 00
Egyptian onions	....	3 50
Valencia oranges	6 50	7 50
Watermelons, dozen	....	6 00
Evaporated Cranberries	....	3 50
California plums, crate	2 00	2 50
California peaches, crate	1 75	1 90
Imported honey, box	....	5 50
California Bartlett pears	....	4 00
California cantaloupes	....	6 00
Ontario tomatoes, basket	2 25	2 75
Blueberries, basket	....	1 75
Red Currants, case	....	4 00
California tomtaoes, per case	...	1 50
New Virginia Potatoes, bbl.	....	5 00
Manitoba potatoes, bushel	....	0 50
Carlots	....	0 45

PRODUCE AND PROVISIONS. — There is fairly active trade in cured meats at prices unchanged this week and lard remains at recent decline. Fresh eggs selected are in demand and stiffer in price. Ontario cheese is in fair demand at 15½c. Butter is plentiful and prices steady.

Butter—		
Creamery	0 28	0 26
Dairy, best	....	0 22
Dairy, No. 1	0 17	0 18
Dairy, No. 2	0 16	0 17
Cooking	....	0 12
Eggs, per doz.	0 18	0 20
Cheese—		
Ontario, large	....	0 15½
Ontario, twins	....	0 15¾
Lard—		
Tierces, per lb.	....	0 13¼
50 lb. tubs	....	6 75
20 lb. pails	....	2 75
3 lb. tins, cases	....	8 55
5 lb. tins, cases	....	8 50
10 lb. tins, cases	....	8 40
Cured Meats—		
Hams	0 19	0 22
Bacon	0 21½	0 23
Long, clear, D.S.	....	0 14¼
Shoulders	....	0 16
Mess Pork, bbl.	....	28 00
Seneca root, new crop, per lb.	0 50	0 55

NEW BRUNSWICK MARKETS.

By Wire.

St. John, July 30.—General situation in New Brunswick shows little change. Haying season throughout province is usually dull, but this year scarcely a money-maker. Collections are somewhat difficult; requests for extension are being received from firms which have always been prompt pay, and wholesalers say they are carrying heavier financial loads than usual. Approach of season for new canned goods shows, in many cases, small stocks on hand, purchases having been rather light last year owing to high price. But prices are lower to clear. First of new canned peas is expected in next week.

Pork products and lard are high and no reduction is expected before fall. Feed shows an upward tendency which is expected to continue for present. Cheese is higher and rice shows falling off. So far, threatened raise in tea and coffee has not shown here and wholesale dealers say that they see little prospect of increased price changes.

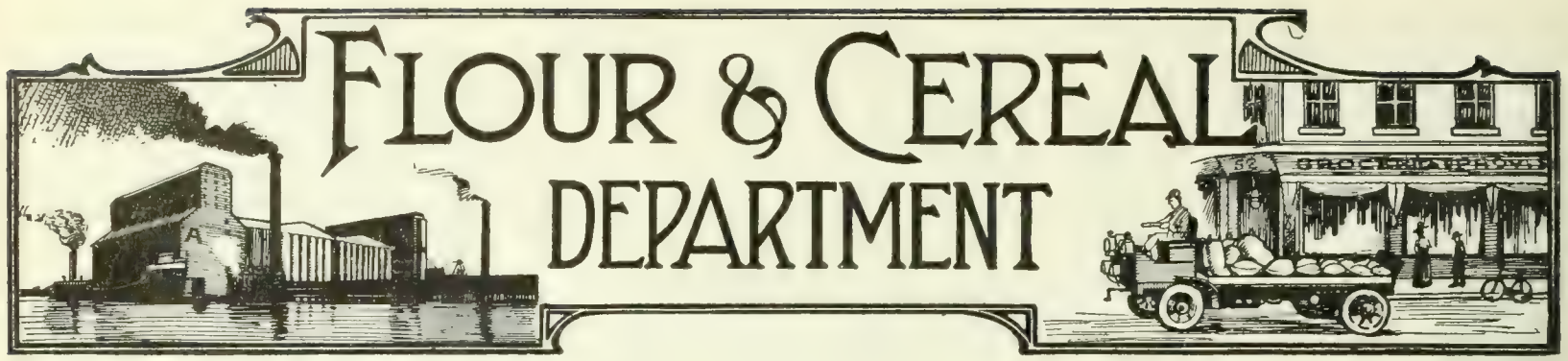
Bacon, roll	0 15	0 16
Bacon, breakfast	0 18	0 20
Beans, Austrian, bushel	2 30	2 65
Beans, yellow eye, bushel	3 45	3 50
Butter, dairy, per lb.	0 24	0 25
Butter, creamery, per lb.	0 25	0 26
Buckwheat, W., grey, bag	2 75	2 85
Cheese, new, lb.	0 13¾	0 14
Currants, 1's, lb.	0 07¾	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	1 02½	1 05
Corn, doz.	....	0 97½
Peas, No. 4	1 25	1 27½
Peas, No. 3	1 35	1 37½
Peas, No. 2	1 40	1 42½
Peas, No. 1	1 80	1 85
Peaches, 2's, doz	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	2 20	2 25
Strawberries	2 20	2 25
Tomatoes	1 65	1 70
Cornmeal, gran.	....	4 85
Cornmeal, bags	....	1 55
Cornmeal, bbls.	....	3 20
Eggs, hennery	0 23	0 25
Flour, Manitoba	....	6 45
Flour, Ontario	....	5 95
Lard, compound, lb.	....	0 11¾
Lard, pure, lb.	0 15¾	0 16
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 38	0 39
Oatmeal, rolled	....	5 25
Oatmeal, std.	....	5 80
Pork, domestic mess	....	29 00
Backs, American clear, bbl.	....	27 00
Potatoes, barrel	....	1 40
Raisins, California, seeded	0 08	0 09
Rice, per cwt.	3 60	3 70
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	....	4 50
United Empire	....	4 40
Bright yellow	....	4 30
No. 1 yellow	....	4 00
Paris lumps	....	5 50

LEAKS IN THE GROCERY STORE.

A retailer called the writer's attention the other day to the waste in wrapping paper that goes on in many stores. His contention was that sufficient judgment is not always used to get the best results from the different weights of paper.

"For instance," he said, "a certain heavy paper may cost 3 or 3½ cents per pound and a lighter variety 5 cents in ton lots. But because one can get more yardage from the latter and because there is less breakage it really becomes the cheaper in the long run. The former may run only 30 yards to the pound while the latter would probably run 38 to 40 yards. For bread, canned goods and a great many other articles the lighter paper would be not only the better to use but the cheaper as well."

Waste in paper also occurs where too much is torn off to wrap a parcel and where a wide roll is used when a narrow one would be sufficient. It would therefore seem that quite a fair sized leak could be eliminated if retailers secured full value from the money expended in the purchase of wrapping paper.



Oatmeal Drops, but Cornmeal Goes Up

Belated Reduction of 15 Cents in Montreal and 5 Cents in Toronto Due to Enormous Quantity of Oats on Hand and Heavy Crop in Sight—Corn Crop a Partial Failure—Wheat Market Lower for the Week as Western Crop Estimates Continue Optimistic.

The wheat market which for several days had seen a decline of from 2 to 3 cents rallied on Tuesday and in Winnipeg closed at 5/8 to 2¼ cents higher, chiefly in coarse grains. This was attributed partly to reports from the West that weather last few days has been rather too hot. However, the earlier confidence in the yield remains almost unchecked, particularly as first cutting is expected to begin in about ten days.

Unfavorable reports from Kansas have caused a rise in corn market, as crop there, it is said, will be the smallest in 11 years owing to the drought. Arkansas, Tennessee and Kentucky also report heavy losses in earlier estimates, and damage has resulted in Illinois, Indiana and Missouri. The Chicago market rose 2 cents on Tuesday as consequence.

Ontario fall wheat is 90 per cent. cut and the favorable reports of last week are borne out. The price has dropped from 90 to 80 and 85 cents.

Rolled oats and oatmeal have declined as supply is very heavy.

MONTREAL.

FLOUR.—Prospects for the new crop now look brighter and better than ever. Last few days have been excellent growing weather, even to forcing weather, so that it would now appear as if an early harvest were likely to be general. It is reported that harvesting of fall wheat has already set in in Southern Alberta, which makes an unusually early start even for that district.

For some time prices both on wheat and flour have been so far above prices in States at competitive centres that exporting here has been almost nil. This condition appears to be righting itself, however, as our October wheat is now on a parity with American September, and our December even lower than Chicago or Minneapolis December. Thus it is expected that as soon as the July auction closes things will adjust themselves.

Following encouraging crops reports, wheat is easing off somewhat, October closing Monday at 90⅛ and December at 87⅞, showing a drop of 1½ cents on the former and of 2¼ cents on the latter on the week.

From this, and from fact that demand for flour is now only fair, it would appear that there is little likelihood of any further advance, although wheat can still drop a lot before a decline would be warranted.

	Car lots,	in bags, per bbl.
Manitoba Wheat Flour—		
First patents	5 60	5 75
Second patents	5 10	5 45
Strong bakers'	4 90	5 25
Flour in cotton sacks, 10 cents per barrel more.		
Winter Wheat Flour—		
Fancy patents	5 00	5 20
90 per cent.	....	5 10
Straight roller	....	4 90
Blended flour	5 00	5 40

CEREALS.—In face of bumper oat crop causing an easier tendency in oat market, the fact that demand of late has been rather inclined to be dull, and also that only some few weeks ago prices advanced, this week has witnessed a decline of 15c in rolled oats to $2.10 on 90's. All these conditions had a bearing on future market, so that millers preferred to reduce price now, and thus stimulate immediate buying.

Cornmeal holds firm at prices quoted last week, and with no sign of change.

	Per 98-lb. sack
Cornmeal—	
Kiln dried	1 95
Softer grades	1 85
Rolled Oats—	98s, in jute.
Small lots	2 10
25 bags or more	2 00
Rolled oats in cotton sacks, 5 cents more.	
Oatmeal—Fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.	
Rolled wheat—	100-lb. bbls.
Small lots	2 85
Hominy, per 98-lb. sack	2 05

MILL FEEDS.—Demand for all mill feeds continues good, and in order to make up profits warranted all round by price of wheat, millers look for an advance on all bran, shorts, and middlings. To state how much this would be is, of course, a matter of guesswork but millers look for something fairly substantial.

Mill Feeds—	Car lots,	per ton
Bran	....	19 00
Shorts	....	21 00
Middlings	....	23 00
Wheat moulee	....	25 00
Feed flour	30 00	31 00

TORONTO.

FLOUR.—The flour market is stagnant with near approach of the harvest, and will remain so. Increased buying will await some definite information, naturally, as to the new crop and prices dependent upon it.

The new Ontario flour is quoted at $4 to $4.20 for August delivery.

	Car lots,	in bags, per bbl.,
Manitoba Wheat Flour—		
First patent	....	5 50
Second patent	....	5 00
Strong bakers'	....	4 80
Flour in cotton sacks, 10c per bbl. more.		
Winter Wheat Flour—		
Fancy patents	5 00	5 20
90 per cent.	4 80	5 00
Straight roller	4 60	4 80
Blended flour	5 05	5 35

CEREALS.—For the first time in many weeks cereal market has witnessed a movement. The drop in oat products which was expected months ago has taken place and Toronto prices are down five cents a bag with a possibility of a further drop.

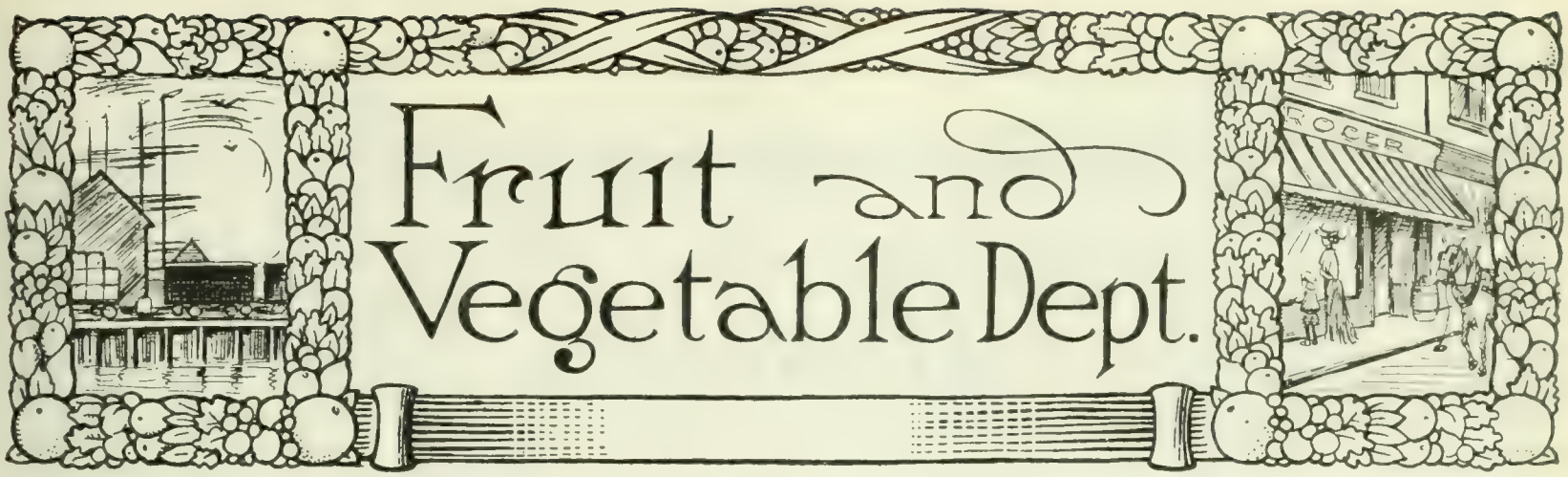
"There is an enormous amount of oats stored in the West, double what there was last year," said the head of a milling firm, "and the drop was due a month ago, but the market dragged along with idea that new crop might be smaller and justify a retention of prices."

Cornmeal, on the other hand, is up 10 cents with the rise in corn.

Cornmeal, per 96 lb. bag—		
Kiln dried, 25 bag lots	1 85	2 00
Softer grades, 25 bag lots	1 70	1 75
Rolled oats, per 90 lb. sack, in jute—		
Small lots	2 20	2 25
25 bags to car lots	2 10	2 15
Rolled oats in cotton sacks, 5 cents more.		
Oatmeal, standard and granulated, 10 per cent. over rolled oats in 90 S, in jute.		
Rolled Wheat—		
50 lb. boxes	....	1 50
100 lb. barrels, small lots	....	2 85
100 lb. barrels, 5 bbl. to car lots	....	2 70

MILL FEEDS.—The market continues without a change, the demand for bran being as steady as before.

Mill Feeds.—	car lots.	per ton.
Bran	....	19 00
Shorts	....	21 00
Middlings	21 00	23 00
Wheat Moulee	23 00	25 00



Home Growns Are Now Getting Control

Canadian Tomatoes, Potatoes, Cucumbers and Onions More Plentiful—Pears at 40 to 75 Cents—Dry Weather Injuring Raspberry Crop—Peach Crop Expected to be Good.

MONTREAL.

GREEN FRUITS.—Prices on all California fruits have been high for past two weeks or more, but owing to big demand and supplies none too free, prices are expected to continue at about present level for some time.

Heaviest week for raspberries is now over, and though a price of 16 to 18 cents was quoted Monday, it is expected that before end of the week this will be somewhat higher, ranging around 20 cents.

New Brunswick blueberries are offering somewhat more freely this week, and in another week or so should be quite plentiful.

Cherries are now nearing a finish, and as result prices have begun to advance rapidly.

On Monday's auction St. John peaches were lacking almost entirely, only Crawfords being offered. Some St. John's are still expected, but quantities will be small and irregular.

Bananas and oranges are moving only slowly owing both to high prices and to great popularity of Ontario and California fruits.

CANADIAN SEASONABLE FRUITS.		
Blueberries, New Brunswick, per qt.	....	0 20
Currants, red or white, per qt.	0 10	0 12
Currants, black, per gal.	....	0 60
Cherries—		
Red, 11-qt. baskets	....	1 25
Red, 6-qt. baskets	0 16	0 18
Gooseberries, per gal.	....	0 60
Grapes, per 25 lbs. box	....	4 00
Raspberries, black, per qt.	....	0 15
Raspberries, black, per qt.		0 15
CALIFORNIA SEASONABLE FRUITS.		
Cantaloupes, 45s, per crate	4 00	4 50
Peaches, Crawfords, box	2 00	2 25
Pears, Bartlet, box	3 00	3 25
Plums, Wickson and Burbanks, 4 bkt. carriers	2 00	2 50
Plums, Tradedies, 4 bkt. carriers	....	3 00
STAPLE LINES.		
Apples—		
Spies, first grade, per bbl.	....	9 00
Harvest, Illinois, per hamper	....	2 50
Bananas, per crate	2 00	2 50
Grapefruit, Jamaica, case	6 00	6 50
Lemons, Verdelli, new, case	6 00	6 50
Limes, Florida, box of 100	....	1 25
Oranges—		
Jamaicas, 126s to 250s	3 00	4 00
Sorrentos, 80s	....	2 50
Sorrentos, 160s	....	4 50
Sorrentos, 200s	....	5 00
Messina, 100s, half boxes	....	2 75
Messina, 80s, half boxes	....	2 50
Late Valencias	5 50	6 50
Watermelons, Watsons	0 50	0 75

VEGETABLES. — Effects of last week's fluctuations in tomatoes have now almost totally disappeared, so that market holds in quite a settled state once more. A few Tennessee tomatoes are still hanging around, but for the most part Jerseys are being sold. These range in price from $1.50 to $2, according to quality.

Domestic potatoes are daily making stronger feature, and tending to hold more steady the prices on imported. On Monday both sold at same price, $3.50 per barrel.

Beans, wax, per hamper	....	2 25
Beets, new, dozen	0 30	0 35
Beans, green, per hamper	....	2 25
Cabbage, new, crate of 4 to 5 doz.	....	4 00
Cabbage, domestic, per doz.	....	1 25
Carrots, new, dozen	0 25	0 30
Cauliflower, hothouse, per dozen	1 50	2 00
Celery, domestic, dozen	....	0 80
Cucumbers, domestic, per doz.	0 40	0 50
Egg plant, box	....	3 50
Lettuce, domestic, heads, doz.	0 25	0 40
Mushrooms, basket of 4 lbs.	....	3 00
Onions—		
Egyptian, bag of 110 lbs.	2 00	2 25
Spanish, per case,	....	3 00
New, green, per bunch	....	0 25
Peppers, green, per hamper	....	3 00
Peas, green, per hamper	....	1 25
Potatoes—		
Virginia, per bbl.	....	3 50
Domestic, new, barrel	....	3 50
Radishes, per dozen	0 15	0 20
Tomatoes, New Jersey, bushel crate.	1 50	2 00
Tomatoes, Canadian hothouse, per lb.	0 15	0 20

TORONTO.

GREEN FRUITS.—The market shows changes in nearly every line this week. The dry weather has slackened the supply of raspberries, and for poor lots as low as 12½ cents is accepted. If the rain comes the crop is expected to continue over a week longer. Thimbleberries have dropped about 1 cent to 14 and 16 cents. Blueberries continue high, and $1.75 a basket is the usual quotation.

The red Astrachan apple has appeared, and is sold readily from 50 to 65 cents for the cookers; 35 to 40 cents is the ruling price.

Niagara cling stones still come in, but are not eagerly sought at 50 or 60 cents. Canadian pears have made their appearance at from 30-40c for 6 qts., and 40-75c for the 11-qt. basket.

Apples, Canadian, basket	0 30	0 65
Bananas, per bunch	1 50	2 25
Blueberries	1 50	1 75
Cantaloupes, California, bush.	....	2 00
Currants, red, per qt.	....	0 10
Cherries, Canadian, 11-qt. bkt.	....	0 90
Cherries, Canadian, 6-qt. bkt.	....	0 50
Cocoanuts, per sack of 80	5 00	5 50
Gooseberries—		
Smalls, 6-qt. basket	....	0 50
Smalls, 11-qt. basket	1 00	1 50
English, 6-qt. basket	....	0 45
English, 11-qt. basket	....	1 25
Lemons, Verdelli, new	5 50	6 00
Oranges, California Valencias	5 50	6 25
Limes, per box of 100	....	1 25
Peaches, St. John and Crawfords, box of 8-10 dozen	2 00	2 25
Pears, California, boxes Bartletts	3 25	3 50
Pears, Canadian, 6 qt.	0 30	0 40
Pears, Canadian, 11 qt.	0 40	0 75
Peaches, Georgia, 6 bkt. carriers	....	4 00
Plums, Clyman, box	....	2 25
Plums, Tradedy, box	....	2 50
Raspberries, per qt.	0 14	0 16
Thimbleberries	0 14	0 16
Watermelons, 23 to 35 lbs.	0 35	0 50

VEGETABLES.—An increase in the proportion of home-grown vegetables and gradual disappearance of imported was marked feature of market on Tuesday. Noticeably so in connection with cucumbers and onions; while Canadian potatoes, though not plentiful enough to warrant barrel quotations, are coming in steadily. Cucumber market had the bottom knocked out of it this week. A few days ago a hamper brought $1.75 to $2; early this week Canadians sold for 90c to $1.20, or 30c to 40c a basket. Potatoes were influenced by the home crop, and the $3.50 of last week for imported would seem to be high level, as it continues there without any rise this week. Peas still keep high values, a shipment of five bags unshelled being offered for $2.50. Canadian tomatoes have dropped from $1.75-$2.00 to $1.25-$1.85; only a slight difference, however, on the larger kinds. Corn is still scarce; a ten-dozen lot was sold for $1.75. Beans are getting plentiful, and market was cut in two, dropping to 40 cents a basket.

Beans, wax, 11-qt., per basket	....	0 40
Beets, Canadian, new, per basket	0 25	0 30
Carrots, Canadian, new, doz. bchs.	....	0 25
Cabbage, Canadian, crate of 30	....	3 25
Cauliflower, Canadian, cs. of 2 doz.	....	1 25
Celery, domestic, doz	1 10	1 25
Corn, new, doz	0 17	0 18
Cucumbers, Canadian, basket	0 20	0 40
Lettuce, domestic heads, basket	0 30	0 35
Mushrooms, per lb.	....	0 75
Onions—		
Green, imported, per doz.	0 25	0 30
Canadian, basket	....	0 50
Parsley, large bunches, doz	....	0 75
Peas, green, 11 qt. bkt.	0 50	0 60
Potatoes—		
New, per barrel	....	3 50
Ontario, new, per basket	....	0 50
Radishes, doz. bunches, domestic	....	0 20
Rhubarb, domestic, doz. bunches	....	0 20
Tomatoes, Canadian, basket	1 75	2 00
Tomatoes, Mississippi, 4-bkt. carriers	1 25	1 85
Tomatoes, New Jersey, bushel, crate	1 50	2 00
Water cress, domestic, 11-qt. basket	0 50	0 60

Scarcity Causes Rise in Price of Fish

Trout and Whitefish Up 2 Cents in Toronto, and Gaspe Salmon on Montreal Market—Nine Boats Employed in Fishing—Increase in Halibut Catch—Canned Sardines Pp 10 Per Cent.

MONTREAL.

FISH.—Trade just now has all the features of vacation time, but as fish form popular food during hot weather, there is always a certain quantity sold. Volume altogether, however, is about as small at present as at any time in year.

Only two changes are noted in price this week—an advance of 2c in Gaspe salmon and an advance of 1c in Doree. Supplies of salmon are getting short, and as consequence prices are stiffening. Closed season on salmon will begin August 1.

Lake and river fish in general are still scarce. During hot weather these fish get into deep water, where it is hard for fishermen to get at them. Brook trout, too, are coming in in insignificant quantities.

Live lobsters are in good demand and steadily advancing in price, as available supplies are getting reduced owing to closed season being now on in every part of country.

A statistical report re halibut received Monday states: The take of fish in June was 4,300,000 lbs., as against 3,750,000 lbs. for June, 1912, showing a gain of 550,000 lbs. for the month. Deliveries for the first six months of 1913 total 19,750,000 lbs., as against 18,150,000 lbs. for the same period of 1912. This increase can be explained by fact that many additional boats have this year been employed in fishing. However, price is about steady now, and if fishing keeps up till end of season there is no reason to believe prices will be higher than last year.

Regarding prepared, salted and pickled, trade is small, though there is a wakening in imported and domestic pickled herrings. Canned fish is moving fairly well, and there is an advance in domestic canned sardines of about 10 per cent. This is owing to small quantity of fish that have been available during season, and to high prices paid for green fish across the border.

Fresh Stock—		
Barbotte, dressed, lb.	0 09	0 10
Bluefish, per lb.	0 16	0 18
Carp, 100 lb. boxes, per lb.	0 07	0 08
Cod, market, 250 lb. cases, per lb.	....	0 05
Doree, 100 and 150 lb. cases, per lb.	0 13	0 14
Flounders, per lb.	0 06	0 07
Frogs legs, large, per lb.	....	0 50
Frogs legs, small, per lb.	....	0 25
Haddock, per lb.	0 04	0 05
Halibut, per lb.	0 11	0 12
Herring, per 100 fish	....	1 80
Perch, dressed, per lb.	0 09	0 10
Pike, dressed, per lb.	0 07	0 08
Salmon, B.C., red, per lb.	0 15	0 16
Salmon, Gaspe, per lb.	0 18	0 20
Steak cod, per lb.	....	0 06
Smelts, per lb.	....	0 12
Trout, brook, per lb.	....	0 30
Trout, lake, per lb.	0 11	0 12
Turtles, small, per lb.	....	0 15
Whitefish, per lb.	0 11	0 12
Frozen Stock—		
Haddock, per lb.	0 04	0 05
Herring, per 100 fish	....	1 50
Pike, per lb.	....	0 06
Smelts, fancy, per lb.	0 12	0 13
Smelts, No. 1, per lb.	0 08	0 09
Salmon, fancy, Spring, per lb.	0 14	0 15
Salmon, Gaspe, per lb.	0 15	0 16
Salmon, Qualla, per lb.	0 07½	0 08
Whitefish, per lb.	0 07	0 10
Prepared Stock—		
Boneless fish, 20 lb. pkgs.	0 07	0 08
Cod, pure, cs. of 20 tablets, per lb.	....	0 10½
Cod, pure, 3 lb. box, per lb.	....	0 15
Cod, boneless strip, 30 lb. box, lb.	....	0 10
Cod, boneless strip, 2 lb. blks., in 20 lb. pkgs., lb.	0 07	0 08
Cod, shredded, box of 2 doz.	....	1 80
Cod, skinned, per 100 lb. box	....	6 00
Cod, dried, per 100 lb. bundle	....	6 50
Pollock, dried, per 100 lb. bundle	....	6 00
Salted and Pickled Stock—		
Cod, green, ordinary, per 200-lb. bbl.	7 00	8 00
Cod, green, white napes, per 200-lb. bbl	8 00	9 00
Haddock, No. 1, green, per 200 lbs.	5 00	6 00
Herring, Holland, per keg, 70 to 75c; per ½ bbl., $5.00 to $6.00; per bbl.	9 00	10 00
Herring, Labrador, ½ bbl., $2.75, bbl.	....	5 00
Herring, Scotch, keg of 12 lbs. net, $1.10, ½ bbl.	....	7 00
Mackerel, No. 1, 20 lb. kits, $1.75, ½ bbl., $7.50, bbl.	....	15 00
Salmon, Labrador, ½ bbl., $8.00 to $9.00, bbl.	15 00	16 00
Trout, lake, kegs	....	7 00
Trout, sea, half barrels	....	6 50
Smoked Stock—		
Bloaters, per box	1 00	1 10
Fillets, regular and fancy, lb.	0 10	0 12
Haddies, regular and fancy, lb.	0 06	0 08
Herring, new, per box	0 13	0 15
Kippers, small, box of 50 fish	1 00	1 25
Salmon, per lb.	....	0 22
Shell Fish, Fresh—		
Clams, per barrel	....	7 00
Crab meats, per gal.	....	2 50
Lobsters, live, per lb.	0 26	0 28
Lobsters, boiled, per lb.	0 27	0 29
Meats, bulk, standards, gal., $1.50; selects	....	1 80
Meats, solid, standards, gal., $1.80; selects	....	2 00
Oysters, Cape Cod, shell	....	12 00
Periwinkles, per bushel	....	2 50
Prawns, per gal.	....	2 00
Scallops, per gal.	....	2 75
Shrimps, per gal.	....	2 00

TORONTO.

FISH.—Local market can be described as in a condition where supply is not equal to demand. Run of whitefish is over, and price has advanced from 1c to 2c as result of scarcity. Trout are in similar position, and 12c is the ruling price. Herring are also hard to get.

Frozen Stock—		
Roe shad, weight 3 lbs., each	1 00	1 25
Whitefish, per lb.	0 09	0 10
Fresh Caught—		
Haddock, per lb.	0 06½	0 07
Halibut, per lb.	0 10	0 11
Herring, per lb.	0 05	0 06
Lobsters, live, per lb.	0 40	0 60
Mackerel, weighing 1½-3 lbs., each	0 15	0 25
Pickerel, yellow, per lb.	....	0 10
Pike, per lb.	0 06	0 07
Roe shad, weight 3 lbs., each	1 00	1 50
Salmon, Restiguse, per lb.	0 18	0 20
Salmon, B.C., per lb.	....	0 19
Steak, cod, per lb.	0 07	0 08
Trout, per lb.	0 10	0 12
Whitefish, per lb.	0 10	0 12
Smoked—		
Finnan haddie, per lb.	....	0 08
Kippers, box of 40	1 10	1 25
Bloaters, box of 60	....	1 25
Prepared—		
Cod, 1 lb. tablets, case of 20	....	2 00
Salted and Pickled—		
Herring, Holland, per keg	....	0 60

ST. JOHN, N.B.

FISH.—Prices in fish, so far as fresh lines are concerned, at least, have been a little higher this season than in other years, due to fact that shipments have been below the average on several lines, and the consequent run on more plentiful stocks has caused a tightening in price. A wholesale dealer states he had not remembered such a scarcity of halibut in several years as was the case this season, and the same was true regarding the herring catch. The salmon season has been one of the best on record. Stocks of smoked and pickled lines are plentiful.

HALIFAX, N.B.

FISH.—Local fresh fish trade is brisk, but there is not much doing in dry or pickled lines. Reports coming to hand from various points along coast state that herring and mackerel continue fairly plentiful, some districts reporting as high as seventy-five barrels of mackerel daily. Cod and haddock, and also halibut, are fairly plentiful. The smoked fish trade is quite satisfactory. There is a fair demand for oysters mostly American, in bulk.

Produce & Provisions

Lard and Ham Continue to Make Advances

Compound Goes up Another ½ Cent in Toronto—Hams and Backs and Cooked Ham Show Increases—Buyers Declare They Will Not Go Higher—Butter Inclined to Sag, But Eggs Are Firmer.

The prediction in Canadian Grocer last week of a further rise of half a cent in compound lard has been justified and the market early this week registered three-quarters of a cent higher than two weeks ago. Cotton seed oil advanced again, carrying up its produce with it.

Live hogs continue at $9.65 and some lots went as high as $9.75. The dressed article is now close to $15 per cwt. Hams again advanced in Toronto half a cent all round, and backs as well. On the Montreal market cooked ham was quoted up to 32 cents.

The market for butter is weak and one lot of fine solids sold on the Toronto exchange for 23 cents, although this was slightly lower than the prevailing price. Eggs and cheese were unchanged.

The offerings on the Toronto Produce Exchange on Monday of this week were as follows:

BUTTER.—Dairy none; creamery, 50 box solids, finest, 24c, no offer; 100 box solids, finest, 23c, sold; 40 box prints, 24½c, no offer.

EGGS.—25 cases rots out, 22½c, no offer; 25 cases rots out, 22½c, no offer; 50 cases rots out, 22½c, no offer; 200 cases, storage candled, fall delivery, 28c, no offer; 15 cases, 2's, candled, 17c, no offer.

CHEESE.—25 to 50 large, new, 13½c, no offer; 25 to 50 twins, 13¾c, no offer; 25 triplets, September, 14½, no offer.

HONEY.—20 tins, 60's, clover, 10¾, no offer; 25 cases, 10's, clover, 11¼c, 10½c offered; 30 doz. Combe fancy, $3, no offer.

MONTREAL.

PROVISIONS.—Owing to extremely high prices on hogs, meats of all kinds hold firm with good prospects for an advance. This week cooked meats moved up from ½ to 1 cent per pound. Speaking of future prices one dealer stated this week to Canadian Grocer: "Meats cannot go much higher now. While people will pay the price in order to have them, still more hogs will be coming in shortly, which will tend to ease off the market."

While cotton oil still continues to hold at high prices, no further advance has as yet been made on compound lard. Market, however, holds firm with some tendency to advance.

		Per lb.
Hams—		
Light, under 12 lbs.	....	0 21
Medium, 12 to 20 lbs.	0 20	0 20½
Large, 20 to 40 lbs.	....	0 19½
Backs—		
Plain, bone in	....	0 23½
Boneless	....	0 26
Peameal	....	0 26
Bacon—		
Breakfast	0 21	0 23
Roll	....	0 17
Shoulders, bone in	....	0 16
Shoulders, boneless	....	0 16½
Cooked Meats—		
Hams, boiled	0 31	0 32
Hams, roasted	....	0 32
Shoulders, boiled	....	0 27
Shoulders, roasted	....	0 28
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 80 100 lbs.	....	0 14½
Flanks, bone in, not smoked	....	0 15½
Barrelled Pork—		Per bbl.
Heavy short cut mess	....	29 00
Heavy short cut clear	....	29 00
Clear fat pork	....	28 00
Clear pork	....	27 00
Lard, Pure—		Per lb.
Tierces, 375 lbs. net	....	0 13¾
Tubs, 50 lbs. net	....	0 14
Boxes, 50 lbs. net	....	0 14
Pails, wood, 20 lbs. net	....	0 14¼
Pails, tin, 20 lbs. gross	....	0 13¾
Cases, 10-lb. tins, 60 in case	....	0 14¾
Cases, 3 and 5-lb. tins, 60 in case....	....	0 14¾
Bricks, 1 lb. each	....	0 15½
Lard, Compound—		
Tierces, 375 lbs. net	....	0 11
Tubs, 50 lbs. net	....	0 11¼
Boxes, 50 lbs. net	....	0 11⅛
Pails, wood, 20 lbs. net	....	0 11½
Pails, tin, 20 lbs. gross	....	0 11
Cases, 10-lb. tins, 60 in case	....	0 11¾
Cases, 3 and 5-lb. tins, 60 in case...	....	0 12
Bricks, 1 lb. each	....	0 12¾
Hogs—		Per cwt.
Live, f.o.b.	....	9 60
Live, fed and watered	....	10 75
Dressed	....	15 00

BUTTER.—"Down is the word on the butter market. Cowansville on Saturday quoted 23 to 23⅛ and St. Hyacinthe 22¼ cents, which shows a decline of about ¾ cents at the former, and fully 1 cent or 1¼ cents at the latter. Under such conditions, dealers locally are confident that a decline will follow here about Wednesday, and will amount to about 1 cent a pound all round. Heavy stocks are being held, and with little outlet. The fact also that dealers are fairly well loaded up and that their line of credit is almost all taken care of makes it impossible for them to dig in and take hold of things as in former years. The situation, however is quite healthy, and dealers welcome this condition now with much better grace than they would in the fall or winter.

		Per lb.
Butter—		
Creamery prints, fresh	....	0 26½
Creamery solids	....	0 26
Dairy prints	0 23	0 24
Dairy solids	0 23	0 24
Separator prints	0 23	0 24
Separator solids	0 23	0 24

EGGS.—Eggs are fairly plentiful for this time of year. The majority of dealers are paying 18 and 19 cents f.o.b. country points, buying by the loss off system, but some continue to pay 20 cents. These, however, are not falling in with the quality basis buying. Market generally is supposed to hold about where it ought to be under present conditions.

		Per dozen.
Eggs, case lots—		
New laids	....	0 29
Selects	....	0 27
No. 1s	....	0 24
No. 2s	....	0 21
Splits	0 19	0 20
New laid eggs, in cartons	....	0 30

CHEESE.—Cheese has been rather firmer in the country lately owing to a better export demand. Prices now run about 13 to 13⅛ in the country, as compared with 12⅞ to 13⅛ on Friday last, while a rather better feeling prevails, however, no predictions are being made as to the future of the market.

	New.	Old.
Cheese—		
Large	0 13	0 14½
Twin	0 13	0 15
½ Twin	0 13½	0 15
Stilton	....	0 17

POULTRY.—Poultry is at present rather quiet with much of the demand for live fowl to supply the Jewish trade. In dressed lines, frozen stock is meeting with most favor, owing to usual inferior quality of summer fowl being offered.

		Per lb.
Frozen Stock, Dressed—		
Broilers	....	[illegible]
Broilers, milk fed	....	[illegible]
Chickens	0 21	0 24
Ducks	....	[illegible]
Fowl	....	[illegible]
Turkeys	0 23	0 24
Fresh Stock—		
Broilers, spring, live	[illegible]	[illegible]
Broilers, spring, 3 lb. [illegible] dressed	[illegible]	[illegible]
Ducks, spring, dressed	[illegible]	[illegible]
Ducks, old, dressed	0 15	0 16
Fowl, live	0 16	0 16
Fowl, dressed	[illegible]	0 21
Turkeys, old Tom, dressed	0 22	0 23

HONEY.—The report is being spread here that this year's crop is again short,

and even to a greater degree than that of last year. This, according to one dealer, seems incredible, but if such should prove to be the case, it will mean that dealers will again import honey. Up to the present almost no buying has been done.

TORONTO.

PROVISIONS.—Buyers declare that the upward rush of hogs is at an end. At least if the prices continue to soar, they must do so all by themselves. "We will not follow them any higher, for the figures to-day are all the buying market will stand," declared an extensive buyer. Receipts have been fairly heavy. Hams are up ½ cent., and backs took a similar course. Bacon remains firm at last week's quotations.

Hams—		
Light, per lb.	....	0 21½
Medium, per lb.	....	0 21½
Large, per lb.	0 18½	0 19
Backs—		
Plain, per lb.	0 24½	0 25½
Boneless, per lb.	0 25½	0 25½
Pea meal, per lb.	0 24½	0 25½
Bacon—		
Breakfast, per lb.	**0 20**	**0 21**
Roll, per lb.	0 16	0 16½
Shoulders, per lb.	**0 13½**	**0 14½**
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 15¾	0 16
Long clear bacon, heavy	**0 15**	**0 15¼**
Cooked Meats—		
Hams, boiled, per lb.	....	0 30
Hams, roast, per lb.	....	0 30
Shoulders, boiled, per lb.	....	0 22½
Shoulders, roast, per lb.	....	0 23½
Barrelled Pork—		
Heavy mess pork, per bbl.	24 00	25 00
Short cut, per bbl.	28 50	29 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 14	0 14¼
Tubs, 60 lbs., per lb.	0 14¼	0 14½
Pails, 20 lbs., per lb.	....	0 14¾
Pails, 3 and 5 lbs., per lb.	....	0 15½
Bricks, 1 lb., per lb.	....	0 15¾
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 10¾	0 11
Tubs, 60 lbs., per lb.	0 11	0 11¼
Pails, 20 lbs., per lb.	0 11¼	0 11½
Hogs—		
Live, f.o.b., per cwt.	9 65	9 75
Live, fed and watered, per cwt.	10 00	10 10
Dressed, per cwt.	14 50	15 00

BUTTER.—The butter market, while weak, is not quotably lower. The supply is fairly heavy. Some dealers, it is claimed, are coming to the conclusion—too late—that they paid 1 cent too high for the June make.

Butter—	Per lb.	
Creamery prints, fresh	0 26	0 28
Creamery solids	0 24	0 25
Dairy prints, choice	0 21	0 23
Dairy solids	0 20	0 22
Separator prints	0 23	0 25
Separator solids	0 21	0 22

EGGS.—The market is steady, and few, if any, are putting in storage. Receipts are sufficient to fill requirements, and quality is still very poor. City dealers are not paying for bad eggs, but are buying on the "loss off" basis. Fresh gathered rose 1 cent during the week, and are now being quoted at 24c to 25c.

Eggs, case lots—	Per dozen.	
Selected new laid	0 26	0 28
Selected new laid, in cartons	....	0 29
Fresh gathered	0 24	0 25
No. 2's	0 18	0 20
Splits	0 17	0 18

CHEESE.—At the outside boards the tendency has been for slightly firmer prices, but quotations are unchanged.

Cheese—		
Old, large	0 15	0 15¼
Old, twins	0 15¼	0 15½
New, large	0 14¼	0 14½
New, twins	0 14¾	0 15

POULTRY.—Dealers report the supply better than for a number of years. Not only has the season been favorable, but the reports are that more farmers are going in constantly for poultry raising. This will ensure a larger source of supply and the slight falling off in prices that may result would be welcomed by the trade. The present high prices keep the profits low in order to retain the market.

Frozen Stock—	Per lb.	
Broilers, dressed	0 22	0 25
Chicks, milk fed, dressed	....	0 25
Chickens, dressed	0 20	0 22
Ducks, dressed	0 16	0 20
Fowl, dressed	0 17	0 18
Turkeys, dressed	0 24	0 25
Fresh Stock—		
Broilers, Spring, live	0 28	0 30
Broilers, Spring, dressed, 2 lbs. and over	0 28	0 30
Ducks, Spring, live	....	0 13
Ducks, Spring, dressed, lb.	0 17	0 18
Fowl, live	0 13	0 14
Fowl, dressed	0 14	0 15
Fowl, dressed	0 14	0 15
Turkeys, Old Tom, dressed	**0 18**	**0 20**
Turkeys, Old Tom, live	**0 14**	**0 [illegible]**

HONEY.—The supply is coming in slowly with the price ranging from 10¾ to 11½. Some of the dealers take the ground that the beekeepers' rates as decided upon last week are a trifle high and are disposed to hold off for a time. For fancy comb $3.00 is still asked, while $2.50 to $2.75 is the prevailing price for a dozen of ordinary quality.

Following items are from Canadian Grocer of August 4, 1893:—

"The Montreal provision market is dull and neglected. Pork is moving slowly at unchanged prices, and smoked meats are only in fair enquiry. Whether the disturbance in Chicago will have any appreciable effect on this market remains to be proved. We quote: Canadian short cut, per barrel, $21 to $21.50; mess pork, Western, new, per barrel, $22.50 to $23; hams, city cured, per lb., 12c to 13½c.; lard, Canadian, in pails, 11c to 12c; bacon, per lb., 11½c to 12¼c; lard, com., refined, per lb., 9½c to 10c."

Editorial Note.—A glance at the above prices and at those quoted in this issue will show a big difference.

* * *

"The over-production of canned fruits of past years seem to have taught packers a lesson, for this season they are reputed to be putting up less fruit in the way of strawberries, raspberries and cherries. In fact, in regard to the last named a scarcity is threatened. There is less disposition to sell futures than a week ago, and no one seems anxious to buy. There is nothing new to report in tomatoes, although there seems to be more lying around at 80c."

Editorial Note.—The above is from the Toronto market report of August 4, 1893.

NEW BARBADOES INDUSTRY.

It Is Anticipated That Fishing Will Become an Important Means of Livelihood.

Bridgetown, Barbadoes.—Barbadoes has always been connected in the minds of grocers with molasses and sugars. Sugar cane is the natural product of the land and throughout the ages the people of Barbadoes have stuck by it in fair weather and foul. But in later years another great possibility has been recognized for this island. As cane is the natural product of the land, so is fish the natural product of the surrounding seas, and upon the fishing trade do thousands depend for a livelihood.

Some of the more energetic capitalists are now devoting their attention to developing this fish trade and making the island of Barbadoes known in still another connection, the world over. Among these is E. Mitchell, who has taken a keen interest in the molasses trade, and is now turning his attention to the perfecting of a special fish-curing process.

The idea of introducing a fish-curing industry here is far from new, but up to the present, difficulty has always been found in producing a product up to the standard required for safe exportation. With a new power now put into the development of this industry, however, it is thought that Barbadoes will soon become a second Newfoundland, finding employment, and providing a staple market for thousands of fishermen who now eke out a mere existence on these shores.

HOOKING UP WITH PARCELS POST.

(Continued from page 23.)

Return Postcard System.

In cases where there is rural delivery but no telephone system, customers and prospective customers could be advised to send in their orders the day before the goods are required on a postcard. In fact, the dealer could not do better than have a number of cards printed in the form of an order, with blank spaces for names of goods and a blank for the name of the customer, with his or her rural order route. These cards would be received first thing in the morning and orders filled in time to catch the post office delivery.

The next article will give a different method for getting after this business. All should be kept on file.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 8, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ..each	0 04
100 books and over, each.	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ⅛ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancacke Flour per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black Currant	2 00
Red Currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

Red currant	2 00
Black Currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55

Marmalade.

Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—	
Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes.	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 25
Diamond, ¼'s, 6 and 12-lb. boxes	0 26
Icings for Cake—	
Chocolate, white, pink, lemon orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz.	0 90
Chocolate Confections—per lb.	
Maple buds, 5-lb. boxes	0 37
Milk medallions, 5-lb. bxs.	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 26
Nonpareil wafers, No. 1, 5-lb. boxes	0 31
Nonpareil Wafers, No. 2, 5-lb. boxes	0 26
Chocolate ginger, 5-lb. bxs.	0 31
Milk chocolate wafers, 5-lb. boxes	0 37
Coffee drops, 5-lb. boxes	0 37
Lunch bars, 5-lb. boxes	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box.	1 36
Royal Milk Chocolate. 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 5c bars, 24 bars, per box	0 85
Almond nut bars, 4 bars, per box	0 85

EPPS'S.

Agents—F. E. Robson & Co, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N. S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	6 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s	0 26
" Vanilla sticks, per grs.	1 00
" Diamond chocolate, ½s.	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 34c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; Cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 21c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box. $1.25 per box.

The above quotations are f.o.b. Montreal.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case.
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 doz.	5 40
Gold Seal Brand, ea. 4 doz.	5 25
Mayflower Brand, ea. 4 doz.	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz.	4 75
Clover Brand, ea. 4 doz.	4 75

Evaporated (Unsweetened)—

St. Charles Brand, small, ea. 4 dozen	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 dozen	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, ea. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50lb. case.

Terms—Net 30 days prepaid.

FLAVORING EXTRACTS.

SHIRRIFF'S

Quintessential.

1 oz. (all flavors) doz.	1 05
2 oz. (all flavors) doz.	2 00
2½ oz. (all flavors) doz.	2 30
4 oz. (all flavors doz.	3 50
5 oz. (all flavors) doz.	4 50
8 oz. (all flavors) doz.	6 50
16 oz. (all flavors) doz.	12 00
32 oz. (all flavors) doz.	22 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottles (retail at 50c)	4 50
4 oz. bottles (retail at 90)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS

IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ⅓ doz. in case	6 50

LAPORTE, MARTIN, LIMITEE.

Montreal Agencies.

BASIN DE VICHY WATERS.

L'Admirable, 50 qts., cs.	5 00

VICHY LEMONADES.

La Savoureuse Champenoise Cork 50 qts., cs.	8 00
50 pts., cs.	5 00
La Savoureuse "Claret Brown." 100 pts., cs.	9 00
St. Nicholas Champenoise Corks. 50 qts., cs.	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. Olive Oil.

Cs. 25 11 lb. bars, lb.	0 08½
Cs. 200 3½ lb. pieces, cs.	4 00
Cs. 12 3 lb. bars, lb.	0 10½
Cs. 50 ¾ lb. pieces, cs.	3 75
Cs. 50 1 lb. sq. pieces, cs.	4 50
Cs. 50 1 lb. long pieces, cs	4 50
Cs. 200 300 grs. pieces, cs	12 00
Cs. 100 300 grs. pieces, cs	6 00
Cs. 200 200 grs. pieces, cs	7 50

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals. Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 90

Motts Golden Russett—

Sparkling Cider, 12 qts.	4 50
Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 sp.	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal.

Imported Peas "Soleil"

	Per case
Extra Fins, 50 1 kilo	14 50
Extra Fins, 100 ½ kilo.	15 00
Tres Fins, 100 ½ kilo	13 50
Fins, 100 ½ kilo	11 50
Mi-Fins, 100 ½ kilo	11 00
Moyens No. 2 100 ½ kilo.	9 50
Moyens No. 3, 100 ½ kilo.	9 00
Fins 1 Frs Petit & Cie, 100 ½ kilo	10 00
Moyens, 1 Frs. Petit & Cie, 100 ½ kilo	7 50

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25
Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ⅛ gal.	2 60

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases, 4 doz. each, flats, per case	5 40
Cases, 4 doz each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases, 3 lbs., 20 to case.	0 11¼
Cases, 5 lbs., 12 to case.	0 11⅛
Cases, 10 lbs., 6 to case.	0 11

F.O.B. Montreal.

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45
	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

VERMICELLI AND MACARONI

C. H. CATELLI CO., LIMITED.

Hirondelle Brand

	1 lb. pkgs.	Loose
Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs. cases	7	6½
Egg noodles, case 10 lbs. loose; case 60 pkgs, ½ lb. each	7½	7

Marguerite Brand.

Same assortment as above	6½	6
Egg noodles in 10 lb. cases, loose, in 60 pkgs., ½ lb. each	7	6½

Catelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lbs. (loose)		5½
30 lb. cases, 1. lb. packages		6

Terms, Net 30 days.

D. SPINELLI CO., Registered.

Globe Brand.

Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Alphabets 30 lb. case	7	6½

Spinelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lb. cases (loose)		5½
30 lb. cases, 1 lb. pkgs.		½

Terms—Net, 30 days.

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5,00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 80
1 gall., doz.	19 20
1-16 gall., gross lot	20 00

The Confidence of Your Customers

in you and your merchandise is one of the most valuable assets in your business. The superior quality, excellence and purity of

Melagama Tea & Coffee

are well established in the minds of the public. They have led for 39 years.

We guarantee sales and pay the freight. Order a case of each TO-DAY!

Packed By

Minto Bros.

TORONTO

ROYAL

BAKING POWDER

Absolutely Pure

The only baking powder made with Royal Grape Cream of Tartar

No Alum, No Lime Phosphate

ALL grocers should carry a Full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

THERE IS NO SUBSTITUTE

"SOCLEAN."

THE DUSTLESS SWEEPING COMPOUND.

25c Pail, 2 doz. in case (4½ lbs.) enlarged size $4 50
40c Pail, formerly 50c, 2 doz. in case (8 lbs.) 7 20
75c Pail, formerly $1.00, 1 doz. in case (17 lbs.).... 6 75

"ANTI-DUST" SWEEPING POWDER.

2 lb. tins, 3 doz. crates, doz. 1 40
5 lb. tins, 1 and 2 doz., crates, per doz. 3 90

STARCH.

THE CANADA STARCH CO., LTD.

EDWARDSBURG BRANDS and BRANTFORD BRANDS.

Boxes.	Cents
Laundry Starches—	
40 lbs. Canada Laundry....	.05½
40 lbs., Canada white gloss, 1 lb. pkgs.	.06
48 lbs., No. 1 white or blue, 4 lb. cartons	.06½
48 lbs., No. 1 white or blue, 3 lb. cartons	.06½
100 lbs, kegs, No. 1 white.	.06
200 lbs., bbls., No. 1 white	.06
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs.	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label	.07½
40 lbs. Benson's Enamel (cold water), per case....	3 00
20 lbs. Benson's Enamel (cold water), per case.....	1 50
Celluloid—boxes containing 45 cartons, per case.....	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch ..... (20-lb. boxes ¼c higher.)	.05¼

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs.	.05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06
First Quality White Laundry—	
3-lb. canisters, cs of 48 lbs	.06½
Barrels, 200 lbs.	.06
Kegs, 100 lbs.	.06
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lbs.	.07½
6-lb. toy trunks, lock and key, 3 in case	.08
6-lb. toy drum, with drumsticks, 2 in case.....	.07¾
Kegs, extra large crystals, 100 lbs.	.07
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.05½
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07½
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes of 40 lbs.	.07½
(20-lb. boxes ¼c higher than (40's.)	

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per case, $4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz., per case, $6.50; 16-oz. tins, 3 doz. per case, $6.75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.
No 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz. 0 90
Clear soups, in stone jars, 5 varieties, doz. 1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

THE CANADA STARCH CO., LTD.

CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case...	2 40
5-lb. tins, 1 doz. in case...	2 75
10-lb. tins, ½ doz. in case.	2 65
20-lb. tins, ¼ doz. in case.	2 80
Barrels, 700 lbs.	3¼
Half barrels, 350	3½
Quarter barrels, 175	3¾
Pails, 38½	1 75
Pails, 25 lbs. each	1 25

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case...	2 75
5-lb. tins, 1 doz. in case...	3 10
10-lb. tins, ½ doz. in case.	3 00
20-lb. tins, ¼ doz. in case.	2 95

(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case....	3 50
5-lb. tins, 1 doz. in case....	4 00
10-lb. tins, ½ doz. in case..	3 95
20-lb. tins, ¼ doz. in case..	3 90

(5, 10 and 20-lb. tins have wire handles.)

Terms: 30 days net. No discount for repayment.

Freight prepaid on 5-case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie, inclusive.

To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.

2s., Tins, 2 doz. to case.

Quebec, per case .....$	1 85
Ontario, per case	1 90
Manitoba, per case	2 30
Saskatchewan, per case....	2 60
Alberta, per case	2 70
British Columbia, per case	2 40

DOMOLCO BRAND.

2s., Tins, 2 doz. to case.

Quebec & Ontario, per case	2 60
Manitoba, per case	3 00
Saskatchewan, per case ...	3 20
Alberta, per case	3 30
British Columbia, per case.	3 10

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz. .....$ 0 90
Pint bottles, 3 doz., cases, doz. 1 75

H. P.

H. P. Sauce—	Per doz.
Cases of 3 dozen	$1 90
H. P. Pickles—	
Cases of 2 doz. pints.....	3 35
Cases of 3 doz. ½-pints..	2 25

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross .....$	2 40
2a size, gross	2 50

NUGGET POLISHES.	Doz.
Polish, Black and Tan	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tar	3 25
Creams and White Cleaner	1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s...	45
Black Watch, 12s	45
Bobs, 5's and 10's	39
Bully, 6s	44
Currency, 6½s and 12s	39
Stag, 5 1-3 to lb.....	39
Old Fox, 6 lb. boxes	40
Pay Roll Bars, 7½s	59
Pay Roll, 7s	59
War Horse, 6s	42
Plug Smoking, Shamrock, 6s, plug or bar	45
Rosebud Bars, 6s	45
Empire, 6s and 12s.....	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking — Great West Pouches, 8s	59
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.

	Wholesale	R't'l
Brown Label, 1s and ½s	.25	.30
Green Label, 1s and ½s	.27	.35
Blue Label, 1s, ½s, ¼s, and ⅛s	.30	.40
Red Label, 1s and ½s ..	.36	.50
Gold Label, ½s	.44	.60
Red-Gold Label, ½s	.55	80

LUDELLA CEYLON TEA.

Orange Label, ½s	.24	.30
Brown Label, ½s and 1s.	.28	.40
Brown Label, ¼s	.30	.40
Green Label, ½s and 1s	.35	.58
Red Label, ½s	.40	60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.
We pack in 60 and 100-lb. cases.
All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½	.25	.30
Red Label, 1-lb. or ½...	.27	.35
Green Label, 1s, ½ or ¼	.30	.40
Blue Label, 1s, ½ or ¼.	.35	.50
Yellow Label, 1s, ½ or ¼	.40	.60
Purple Label, ¼ only...	.55	.80
Gold Label, ¼ only	.70	1.00

JAMS AND JELLIES.

T. UPTON & CO.

Pure Fruit Jams—Raspberry & apple, Strawberry and apple, peach and apple, plum and apple, red currant and apple, black currant and apple, cherry and apple, apricot and apple, gooseberry and apple, huckleberry and apple, fig and apple, 12 oz. glass jars, 2 dozen in case $1.00 per doz.; No. 2 tins, 2 dozen in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37 1-2c. per pail; No. 7 tin pails, 6 pails in crate, 52 1-2c per pail; No. 7 wood pails, 6 pails in crate, 52 1-2c per pail; 30 lb. wood pails, 7 1-4c. per lb.

Packed in assorted cases or crates if desired.

Pure Fruit Jellies — Raspberry, strawberry, black currant, red currant and pineapple flavors, 9 - oz. glass tumblers, 2 doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; No. 7, tin pails 6 in. crate, 52½c; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per dozen $0 90

List Price.

"Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages 1 15

Yelling Certainly Attracts Attention

BUT YOU MUST ACT AS WELL AS YELL

No spieler methods of attracting attention will be resultful in putting your goods on the Western market unless you are prepared to follow up your efforts with a personal man to man campaign. This means you must keep the territory covered constantly, regularly. Put your products in our hands, Mr. Manufacturer, and let us handle your Western accounts. Our large and efficient staff covers the ground regularly. Our five large warehouses situated at the central Western distributing points are at your service.

Let us know your lines.

Nicholson & Bain

WHOLESALE COMMISSION MERCHANTS AND BROKERS

Winnipeg, Manitoba

Branches: REGINA, SASKATOON, EDMONTON, CALGARY, LETHBRIDGE

BACON

Do not forget to put a piece of "Star Brand" English Bacon in the order for your customer when going to Camp or Summer Home. Boneless Bacon is the best and at the same time the cheapest line of either fresh or cured meats and will not fail to give your customer the best of Satisfaction.

Made under Government inspection.

F. W. FEARMAN CO.
LIMITED
HAMILTON
Established 1854

What is nicer for the camper
than a tin of

UPTON'S

Pure Fruit Jam or Orange Marmalade

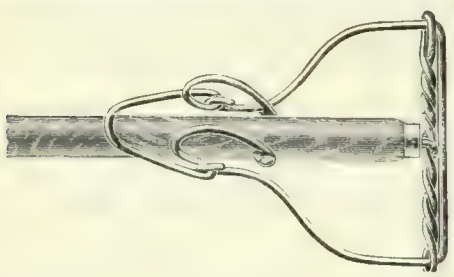
Keep up your stock.

Don't neglect your opportunities.

Sold by all Jobbers

T. UPTON CO., Limited

Sales Office: St. Catharines, Ont.
Factory at: Hamilton, Ont.



ELY'S No. 23

has no sharp corners to mar baseboards or furniture

The head and slide being made of No. 9 tinned wire, and the lever and spring of No. 10 tinned, spring tempered wire, this mop is extremely light, yet unbreakable and rustless. No sharp corners to mar baseboards and furniture. The head is twisted to make it stiff and stronger than any cast iron head. A sample gross will convince you that Ely's No. 23 is the best.

Write for gross to-day.

Theo. J. Ely Mfg. Co.

Manufacturers of 23 styles of Mop Heads

25th and Ash Streets

Erie, Pennsylvania

TOMATOES, CELERY, PINEAPPLES, ORANGES, BANANAS.

Shipments of Fruits and Vegetables arriving daily.

—Get our quotations.

Prompt shipment assured.

LEMON BROS.

Owen Sound, Ontario

Very Fine

No lemons on the market the equal of

"St. Nicholas"
"Home Guard"
"Puck"
"Queen City"
"Kicking"

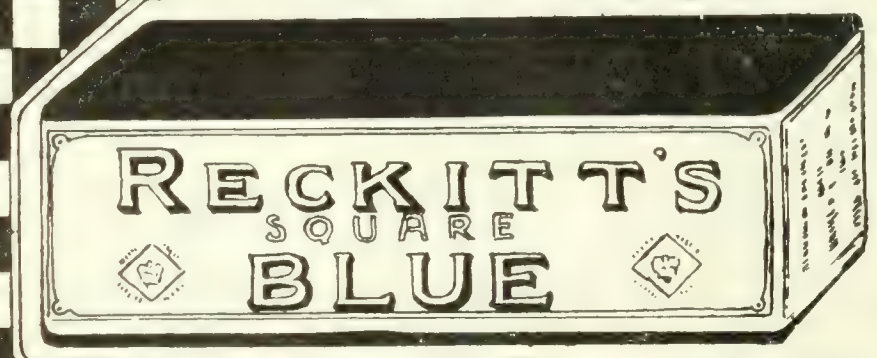
Mention in your order the brand you want.

J. J. McCABE

Agent

Toronto, Ont.

Every Little Helps.



It may not seem important to pay much attention to selling small articles, but there is all the difference between a satisfied customer who has bought **Reckitt's Blue,** and another who has not got **"The Best."**

Local Fruits

Consisting of

Berries, Cherries, Gooseberries, Currants

Imported

CANTALOUPES	WATERMELONS
PEACHES	PLUMS
CHERRIES	APPLES
TOMATOES	CUCUMBERS

Direct importers from Everywhere.

The World Our Market.

WHITE & CO., LIMITED

Wholesale Fruit and Fish

TORONTO **HAMILTON**

BANANAS

The uniform high quality of our fruit and the satisfactory condition in which it arrives at your store, is the reason we are known as

BANANA SPECIALISTS.

We buy only the best fruit imported, and offer you

Constant Supply, **Fair Prices,**

Prompt Attention.

Send us a standing order to-day.

The House of Quality.

HUGH WALKER & SON

Established 1861

GUELPH **and** **NORTH BAY**

The Arctic Silent-Salesman

the sanitary way of displaying perishable goods

There's a limit to everything—fresh goods won't stay fresh for ever, and people are not going to ask for them if they do not know you have them in stock. The best way is to show your perishable goods in the Arctic Silent Salesman Refrigerator. It keeps them in perfect condition and promotes quick sales. You'll save its price in a short time. Write for catalog.

JOHN HILLOCK & CO., LIMITED

TORONTO, ONTARIO

Agents in West: J. UPRICHARD - - Regina, Sask.

Quebec and Maritime Provinces: WOLF, SAYER & HELLER

Elgin Brand

THE CHEESE WITH THE FLAVOR.

Our stock of Old Canadian Cheese was properly made, which is the first point. It is properly cured, which is the main point and every order means a repeat order.

Our Elgin Brand Pure Pork Sausage and other pork products are just as carefully looked after.

For convenience let us send you one of our post card order books.

We are also open to receive your consignments for cold storage.

The St. Thomas Packing Co.

LIMITED

Pork Packers and Provision Merchants, Pork Products and Beef, Butter, Eggs and Cheese

ST. THOMAS, ONT.

Wholesale Branches at Windsor and London

Let us send you one of our Post Card Order Books.

MASON'S 'O.K.' SAUCE

THE ORIGINAL

As purveyed by appointment to the House of Lords. As supplied to the House of Commons, H.M. Navy & Army, Government Offices and the Leading Hotels and Caterers throughout the World.

CAUTION—No connection with any firm or company trading in a similar name.

THE MARK OF QUALITY

An introductory size and a certain leader to the larger size. Price **10cts.**

Sole Manufacturers:
GEORGE MASON & CO. LIMITED,
LONDON, ENGLAND.

Represented by:—
The Lind Brokerage Co., 49 Wellington St. E., Toronto.
G. H. Gillespie, 437 Richmond Street, London, Ont.
J. T. McBride, 62 Canadian Life Chambers, Montreal.
Nelson Shakespeare Watkins, Limited, 860-864 Cambie Street, Vancouver.
David Brown, 328 Smith St., Winnipeg, Man.
W. C. Mullins & Co., 25 King St., St. John, N.B.
Fenwick Hendry & Co., Wholesale Distributors, Kingston and District.

CHOICE ONTARIO APPLES

In car lots, packed in barrels or boxes, straight or assorted varieties. Guaranteed full Government standard.
Fruit all grown in our own orchard and packed in our own packing house at Waterdown, Ontario.

WRITE FOR PRICES

We also want a good connection in every town or city to take orders for Xmas box apples, delivered to any address in Great Britain or Ireland. Liberal commission.
Choice evaporated apples always on hand from our own evaporators.

THE WENTWORTH ORCHARD CO., LIMITED
Dundas, Ontario

BLACK JACK

QUICK
CLEAN
HANDY

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—
3 doz. in case

D. & J. McCALLUM

PERFECTION SCOTCH WHISKEY

is known throughout the Canadian trade as the finest flavored Scotch on the market. It hasn't that smoky flavor of most Scotch Whiskies. It represents customer satisfaction and good profits.

Wm. E. McIntyre, Limited
23 Water Street, St. John, N.B.
GENERAL AGENT

A Large Mouth

This is one of the features of the QUEEN SQUARE FRUIT JAR. Made in clear white flint glass, with seamless rubber base and smooth polished top with adjustable fastener. The biggest selling Lightning style Jar in the United States or Canada. This Jar is much superior and should not be confused with the ordinary type of jar.

Sell the Quality Jar during 1913—the "QUEEN."

Manufactured by

Smalley, Kivlan & Onthank

BOSTON, U.S.A.

For sale by all first class dealers in Canada and United States.

THE NAME "FAIRBANK" MEANS SOAP SURETY

FAIRY SOAP

When we tell you that you can depend on FAIRY SOAP as a lively steady seller, sure to satisfy your customers, it's because we know positively that the white, sweet, floating oval cake is the BEST soap a nickel ever bought, and because YOUR CUSTOMERS know it.

We've advertised FAIRY SOAP so extensively that the slogan "Have you a little 'Fairy' in your home?" stands for the "BEST SOAP I CAN BUY" in the minds of women everywhere.

Be sure FAIRY SOAP is prominently displayed—it sells on sight.

"HAVE YOU A LITTLE FAIRY IN YOUR HOME?"

The N. K. Fairbank Company,
LIMITED, - - MONTREAL

Canadian Tobaccos of Merit

Rose Quesnel
—Smoking

King George Navy Plug
—Chewing

Tobacco users everywhere praise the delightful "Rose Quesnel" fragrance and fine flavor. It is a pure Canadian smoking tobacco, deliciously cool and sweet.

King George Navy Plug Chewing Tobacco meets the most stringent requirements of the epicure tobacco user.

Rock City Tobacco Co., Limited
QUEBEC

It Will Pay You to Sell SNAP

Every dealer will eventually realize that it will be to his best interests to sell **SNAP**—then why not get in line at once. There is a good profit to be made in SNAP and the sales multiply rapidly. SNAP is the best hand cleaner on the market, it cleans effectively all dirt, grease and grime, leaving the skin smooth and soft. It will not injure the most delicate hands.

Everybody has use for SNAP.

SNAP COMPANY, Limited
Montreal, Quebec

EVERY POUND OF ANCHOR BRAND FLOUR

easily makes good bread

such as you will be told everywhere it is used. . "I simply set it in the evening away from any stove, and, next morning, I take and knead the dough a little bit, add a little more flour, let it stand for about an hour and a half, then shape it and put it in the oven without closing the oven door for a little while—then I close the oven door, using a moderate heat for the baking, and in every instance I can guarantee splendid bread if the flour is 'Sovereign.'

Thousands of householders use **Anchor Brand Flour**, Sovereign grade, and never worry about the quality of their bread.

Leitch Brothers' Flour Mills, Ltd.

Makers of "ANCHOR BRAND FLOUR"

Oak Lake, - - Manitoba

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

A SLIGHT DIFFERENCE

in price on a cheap article like

SAL SODA

should not count when quality is considered

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

is the PUREST, contains LEAST MOISTURE and therefore GOES FURTHEST of any Washing Soda Sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS

MONTREAL

We have them

Giant

Prince

Globe

Beaver

Fruit Jar Rings

Quality Guaranteed

Walter Woods & Co.

HAMILTON and WINNIPEG

The quality makes a repeater of Wonderful Soap—

With quality and results backing you up in every sale you will find this famous soap a money-making proposition for your soap department. It produces a steady profit and brings repeat orders every time you sell it to a new customer.

We quote the following prices for Wonderful Soap and other standard lines:

	Per case.
WONDERFUL SOAP (100 cakes)	$4.15
ROYAL CITY BAR (24 bar)	2.85
PEERLESS BAR (30 bar)	2.45
STANDARD SOAP (100 cakes)	2.30
CRYSTAL SOAP CHIPS (100 pkg.)	3.75

FREIGHT PAID 5 CASE LOTS.

Crystal Soap Chips (200 lb. bbls.) 5½c. Freight paid.

YOURS FOR QUALITY.

GUELPH SOAP CO.
GUELPH, ONTARIO

Imported Biscuits

There are THREE ESSENTIALS in purchasing imported biscuits;—

Quality
Freshness
Service

Our quality is the finest.
Our tins are hermetically sealed.
Our agents are progressive and obliging.

McVitie & Price, Limited

Biscuit Manufacturers
EDINBURGH (SCOTLAND)

AGENTS:

Manitoba and Saskatchewan.
RICHARDS & BROWN, James Street, WINNIPEG

Alberta
CAMPBELL, WILSON & HORNE, Limited, Calgary, Edmonton and Lethbridge.

British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St., VANCOUVER.

PARAFFINE
Wax Candles

A Favorite Line of Staples

Made of pure paraffine wax, in all popular sizes. Specially desirable for home use.

Our Paraffine Wax Candles are guaranteed to give satisfaction to your customers.

If you are not carrying them already, write to-day for complete list of prices.

THE IMPERIAL OIL COMPANY LIMITED — HEAT LIGHT POWER LUBRICATION

The Imperial Oil Co., Limited

Toronto, Winnipeg, Montreal, St. John, Halifax

Those Who Know
Cane's Washboards
Always Specify Them

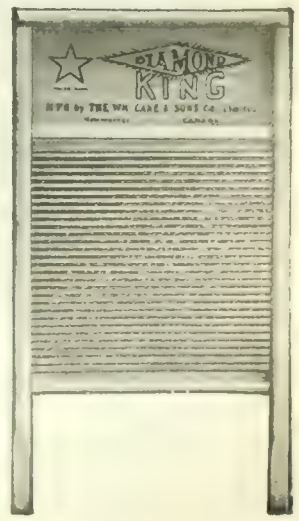
Because They are Right in Price and Give the Best Service

Cane's Washboards stand in a class by themselves for neat construction, quality and durability, and pay an attractive profit.

Among the 13 different styles and grades you will have one to meet every demand.

If you haven't our catalog on "Cane's" Wash-day woodenware, we will be pleased to send you one.

WM. CANE & SONS CO.
LIMITED
NEWMARKET, ONT.



"KING OSCAR"

The Hall Mark of Quality in Sardine-dom

"KING OSCAR"

SARDINES

By Royal Permission

You can offer "KING OSCAR" Sardines to your most fastidious patrons without the least misgiving. They are of the highest quality and of uniform size, prepared and packed under the most sanitary conditions, and with the most painstaking care.

KING OSCAR Sardines are packed in the finest quality Olive Oil in solderless cans. Canadian people know these widely advertised sardines as the "Sardines that make Stavanger famous." Take advantage of our wide-spread advertising, and introduce the real sardines of quality in your town.

They will help you win. Ask your wholesalers.

CANADIAN AGENTS

J. W. BICKLE & GREENING

(J. A Henderson)

HAMILTON, CANADA

THE

British Columbian Fisheries, Limited

Salmon Packers

SALMON BRANDS:—
"Location"
"Dreadnaught"
"Aliford Bay"

FRESH FISH

FISHING STATIONS:—
Skidegate
Aliford Bay
Cumshewa

Manufacturers of
FISHMEAL, FERTILIZER, and SKIDEGATE DOG FISH OIL and RAT FISH OILS

OFFICES—
Bank of Ottawa Building
VANCOUVER

25 Victoria St.
LONDON, ENG.

Telegrams "Fishfoods" Vancouver

Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 dozen in case	$3.60
Princess Condensed Milk, 4 dozen in case	$4.50
Banner Condensed Milk, 4 dozen in case	$5,25

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East or Halifax. We will prepay freight up to 50c. per 100 lbs.

J. MALCOLM & SON

St. George, Ontario

Paterson's Worcestershire

—the sauce that makes the dinner

It is a delicious complement to any fish, fowl or steak. Any kind of meat is made more delicious and has that appetizing tang so much desired by the English country gentleman at his hunting dinners and which is growing in great favor in Canada.

STOCK PATERSON'S FOR GOOD BUSINESS.

Rowat & Co.

Glasgow, Scotland

CANADIAN DISTRIBUTORS

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba, and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

Pacific Coast Fish

Order your requirements from the most progressive fish concern on the continent.

The Canadian Fishing Company, Limited

VANCOUVER, BRITISH COLUMBIA

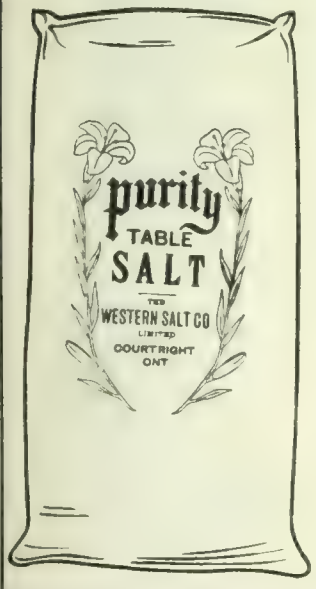
Producers and shippers of all varieties of fish — fresh, frozen, smoked, salted and kippered.

Write us for prices and information.

Quality and Service Unequalled

Link Your Business To Quality Products

The good housewives appreciate quality, be it even in so common a product as salt. The superiority in the quality of PURITY SALT is noticeable, and the dealer who supplies this staple condiment in the **Purity Brand** links the trade of the good housewives to his store.



The

Western Salt Co., Limited

COURTRIGHT, ONTARIO

BRUNSWICK

BRAND

FINNAN HADDIES

Only the most carefully selected and sweetest fish caught in the famous Passamaquoddy Bay are used in the packing of the Brunswick Brand sea foods.

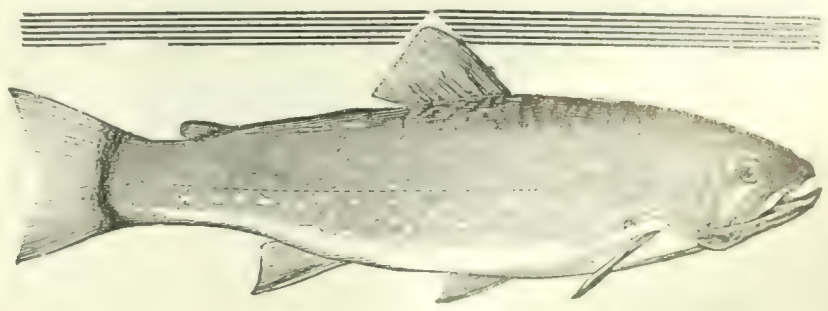
The high quality of our goods has given us a large trade, which, by the exercise of conscientious business methods, is constantly increasing. When you handle Connor Bros'. Brands you sell goods that are trade winners.

Our plant is operated under the most ideal conditions, and our goods come perfect to the consumer.

CONNORS BROS., LIMITED

Black's Harbor, N.B.

AGENTS:—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.



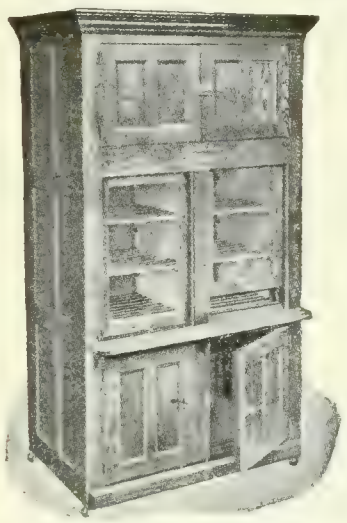
Certainly You Need a Refrigerator

The heat of summer makes it necessary that every Grocery store be equipped with a refrigerator.

EUREKA
REFRIGERATORS

are backed with over twenty-seven years of manufacturing experience, which serves to make this line the standard on the Canadian Market.

The Eureka contains no zinc or galvanized iron to rust and corrode. It is the sanitary dry cold circulating air way that makes perfect refrigeration possible with minimum ice expense.



Catalog and prices sent on request.

Eureka Refrigerator Co.,
Limited
54 Noble Street, TORONTO

Montreal Representative
JAMES RUTLEDGE,
Tel. St. Louis 3076

Distributing Agents, Walter Woods & Co., Winnipeg

Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

ANTI-DUST

Here is a compound with cleansing properties unknown to others. Housewives who use it once never try any other, for the simple reason that the fresh odor left behind proves to her satisfaction that none could be better. Anti-Dust is packed in attractive tins, and allows the retailer a good margin of profit.

We want a distributor in Western Canada.

Sapho Mfg. Co., Limited
MONTREAL

Ontario Agents: MacLaren Imperial Cheese Co., Limited
Fenwick & Hendry, Kingston, Ont.

Western Products

SOAP SPECIALTIES THAT PRODUCE GOOD PROFITS

UNCLE TOM TAR SOAP A perfect shampoo soap and a boon to roughened complexions and hands. Fragrant and soothing. A most pleasing adjunct to the bath.

"YOUNG-TOM" WASHING POWDER for washing clothes, floors, dishes, windows, etc., performs a maximum of service with minimum labor. It does not injure the hands.

GLYCERINE PUMICE, a soap which thoroughly cleanses the hands without injury to the skin.

"PURITY" LAUNDRY SOAP, a cake soap for those who prefer soap in the lump form. Gives splendid satisfaction.

PURE OLIVE OIL SOAP. The purest soap made. A splendid cleanser and a toilet delight for particular people. Wash the Baby with Pure Olive Oil Soap.

We also make Liquid Olive Oil Soap, Liquid Olive Oil Shampoo, and Liquid Tar Shampoo.

GET OUR PRICES.

Young-Thomas Soap Co., Ltd.
Regina, Sask.

PACKARD'S WHITE "O" Shoe Polish

For Cleaning
White Canvas Belts, Shoes, Helmets, Etc.

PUT UP IN FOUR STYLES—viz:

Paper Wrappers at - - -	**.50 a doz.**
Paper Boxes at - - - -	**.75 a doz.**
Wood Boxes at - - - -	**1.00 a doz.**
Zinc Boxes at - - - -	**1.50 a doz.**

A big seller at this time. For sale by all jobbers.

L. H. Packard & Co. Ltd
MONTREAL

Watch your profits

Blossom

When you handle

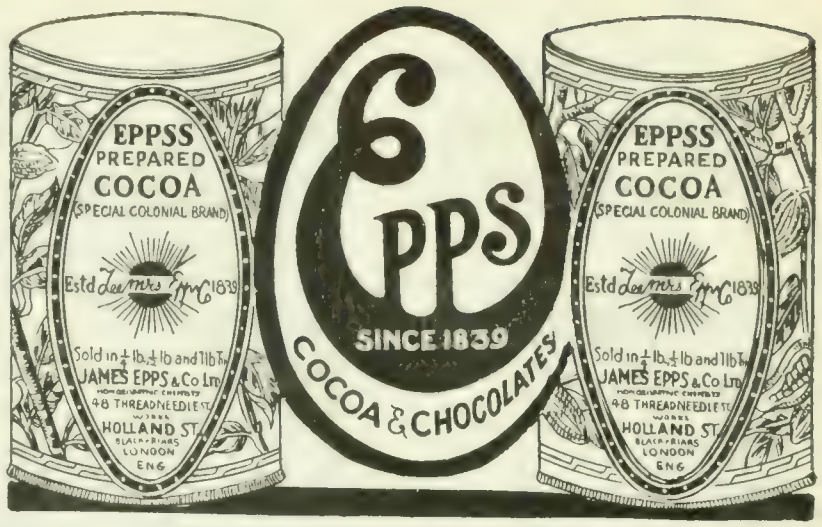
RED ROSE BAKING POWDER, JELLIES, EXTRACTS.

There is no fading, no dropping in quality with Red Rose goods

Try

A. W. Hugman, Limited, - Montreal

Western Agents: Orr & McLain, Winnipeg



EPPS COCOA

"THE BEST EVER SINCE 1839"

EPPS COCOA IS MADE FROM THE FINEST SELECTED COCOA BEANS AND BY OUR SPECIAL PROCESS THE HIGHLY NUTRITIOUS BUTTER OR OIL CONTAINED IN THE NATURAL COCOA IS MADE SOLUBLE AND EASY FOR DIGESTION.

We have just received a supply of most attractive advertising matter and samples.

Write to-day—for YOUR share.

SAMPLES AND SPECIAL ADVERTISING FREE

JAMES EPPS & CO., Limited, LONDON, ENG.

25 East Front Street Toronto

Sterling BRAND

in name and quality—too

With a most modern factory, scientifically equipped and properly lighted, at our command, we are enabled to give the service that has been the key-note of our success.

This service is carried into the quality of our product and is reflected in the growing demands for Sterling Goods.

Sterling Tomato Catsup is made of the first quality fresh ripe tomatoes and purest spices only.

Send for prices.

THE

T. A. LYTLE CO., LIMITED

Sterling Rd., Toronto

"TARBOX BRAND, TORONTO"

Chemically Treated Dry Dusting Mops and Cloths

Appeal to every housewife. They are rapid sellers. They fill a long felt want.

The absorbing process is absolutely sanitary, as the dust particles are collected—not scattered—and are disinfected by the chemicals. The chemicals are germicides.

Handy to use and economical as the absorbing qualities last as long as the fibre. No subsequent treatment needed.

Sell the line that is wanted—push the line that is popular with your customers. **YOUR PROFIT IS 40%.**

Indicate your interest by sending us your address. Goods supplied through the jobbers.

DUSTLESS

DUST

CLOTHS

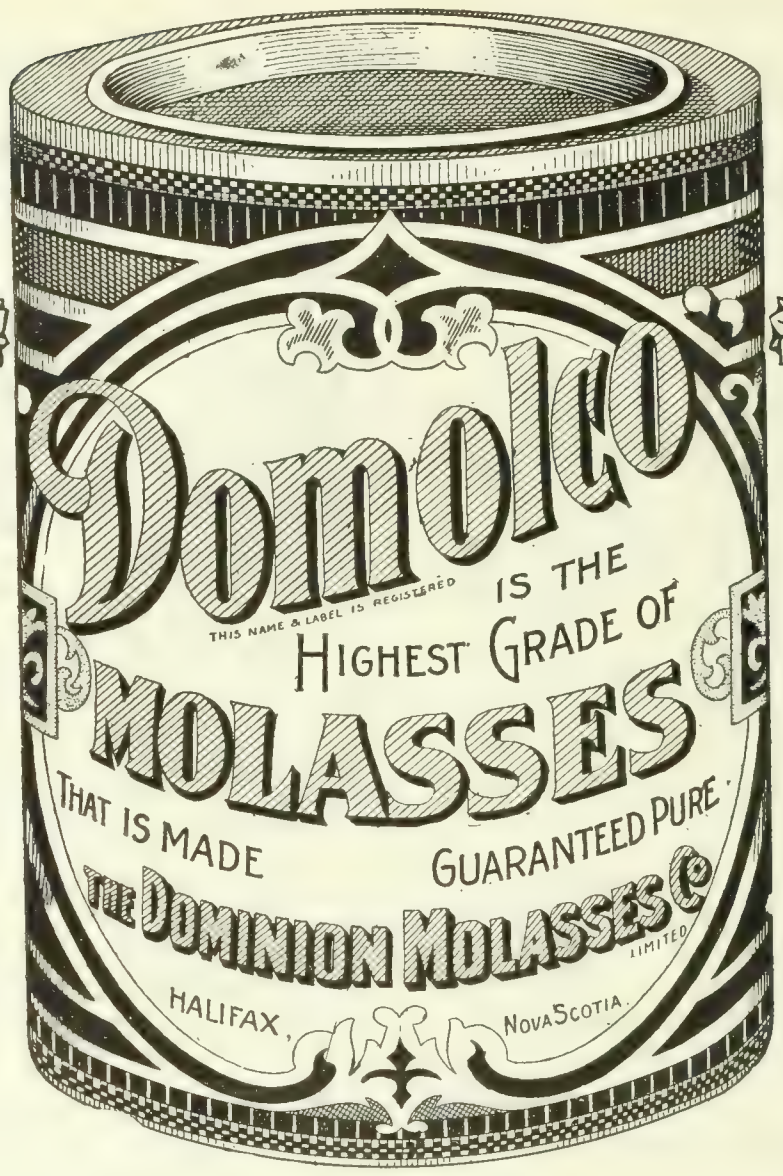
No. 1 Size, Retail ..... .25
No. 1½ Size, Retail ..... .35
No. 2 Size, Retail ..... .45

Size numbers indicate yards in each.

Tarbox Bros.

Toronto, Ontario

Delicious Pure and Wholesome



A High Grade Molasses

Note the registered label

The people will ask for it

THE TASTE THAT GROWS

Domolco is a high grade table molasses, especially delicious, pure and wholesome. It has a refined definite flavor all its own that grows on your trade and places it on the regular grocery list.

Domolco Molasses is especially healthful and has been proven to be a body builder.

We have spent and are spending a great deal of money in putting this molasses before the public — advertising it in various ways. Will you take advantage of this advertising and fill the people's requirements?

Write to-day for prices, etc.

The Dominion Molasses Co., Limited

HALIFAX, N.S.

HIRONDELLE

(Swallow)

Macaroni, Vermicelli, Spaghetti

Made in Canada for Canadians.

Once your customers taste this line they will never ask for any imported make. Our goods are unequalled for quality, and then there is the saving of duty. Just talk them up and you'll soon agree with us that

"Hirondelle" Brand

has taken the lead and will hold it.

C. H. Catelli Limited

MONTREAL

There's scarcely an Up-to-date Grocer in England

who doesn't make an important line of Brown & Polson's Corn Starch. English grocers know how good it is, how rapidly it sells, and how well it pays them, so they keep it to the fore, and recommend it whenever they can. It will pay *you* to stock and display

Brown & Polson's Corn Starch

for it is in good demand all over Canada, and the demand is rapidly increasing.

Canadian Agents:
HAMBLIN & BRERETON, LTD.,
149 Notre Dame Avenue, E. WINNIPEG.
510 Ninth Avenue West, CALGARY.
842 Cambie Street, VANCOUVER.

Proprietors:
BROWN & POLSON,
Paisley and London, England.

S.H.B.

John Gray & Co., Limited

Glasgow Scotland

1 lb. Floral Glass

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn, 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 47 Wellington St. East; Ottawa, E. M. Lerner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.

THE LEADING HAND CLEANER

ZIP finds a place in the best stores everywhere. Not a resting place, though. It sells. No dead stock about ZIP.

Zip was the first hand cleaner made in Canada.

Is made from more costly material than any other.

Contains a most generous supply of Glycerine, the healing properties of which are so well known.

If you are not stocking it your customers are being supplied elsewhere.

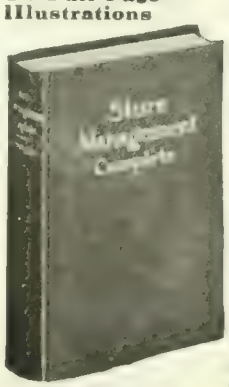
ASK OUR AGENTS OR WRITE DIRECT

The Zip Mfg. Company, - Sutton, P. Q,

AGENTS:—R. E. Boyd & Co., Montreal; The Harry Horne Co., Toronto; Leadley & Company, Winnipeg; A. Francois Turcot, Quebec, Que.; C. O. Genest & Fils, Sherbrooke, Que.

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK
By FRANK FARRINGTON

A Companion book to **Retail Advertising Complete**

$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—**The Store Policy**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO

CLASSIFIEDADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

FOR SALE

NEW ARCTIC REFRIGERATOR, SIZE 7 ft. x 9 ft. x 10 ft. high (up-to-date), bargain for quick sale. Also new Toledo Scale. Apply Box 322, Simcoe, Ont.

FOR SALE—BAKE SHOP, STORE AND house located on Portage Ave., Winnipeg, two miles from centre of the city, in the thriving suburb of St. James. $3,000 cash down will handle, or arrangements can be made for rental. Box 489, Canadian Grocer, 34 Royal Bank Bldg., Winnipeg.

A LARGE WHOLESALE RETAIL AND MAIL order business situated in Western Ontario well established for years and doing an increasing and profitable business all over Canada, many lines being exclusive with unlimited opportunities for expansion. If you are a progressive business man and cannot expand where you are this is one of the best opportunities in Canada to-day. Address Post Office Box 223, London, Ont. (33)

GROCERY FOR SALE

HIGH-CLASS GROCERY AND PROVISION business and fixtures for sale. Situated in Toronto, on corner in rapidly growing locality. Modern equipment; 2 delivery outfits, coffee mill, computing scales and interior fittings. Lease can be renewed at reasonable terms. Communicate direct with us, D. M. Johnson & Co., Real Estate, 948 Gerrard St. E., Toronto.

REPRESENTATIVES WANTED

A SIDE LINE FOR COMPETENT SALESmen—a commission of 25% will be paid to salesmen of ability calling on grocery, drug, cigar stores, confectionery stores, etc., throughout Canada. Strictly high-grade goods manufactured by largest concerns in Canada. Only men of ability need apply, and by letter only. H. Jackson, Room 724, 64 Wellington St. W., Toronto.

SIDE LINES WANTED

TRAVELLER CALLING ON THE RETAIL trade and mines in Northern Ontario would like some good side line. Address A. L. Box 155, Byng Inlet, Ont.

WANTED

WANTED — GROCERY BUYER FOR BUSIness of $250,000 a year. Address, Box 487, Canadian Grocer, 143 University Ave., Toronto.

WANTED—YOUNG MAN WITH SOME EXperience in grocery business to travel for grocery specialty line. Must be a worker. Apply Box 490, Canadian Grocer.

MISCELLANEOUS

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro', Ont., solicits your orders.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St., West, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. tf

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada. THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice street, Toronto.

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

Your card in our MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.

Let Us Collect Your Accounts

that have been standing for some time. You cannot afford to throw this money away without giving us a chance to redeem it. We make

Absolutely No Charge

if we do not collect the money.

Send for forms to-day.

The Nagle Mercantile Agency

Westmount, Montreal, Que.

LIKE EVERY SUCCESS

MAPLEINE

has been followed by imitations and would-be substitutes, but remains pre-eminent as

AN ORIGINAL FLAVOR

It won't cook or freeze out. Order from your Jobber, or:
Frederick E. Robson & Co., 25 Front St. E., Toronto, Ontario.
Mason & Hickey 287 Stanley St., Winnipeg, Man.

The Crescent Mfg. Co.
SEATTLE, - WASH.

Do You Sell on Credit?

If so you need

ALLISON
Coupon Books

for SAFETY, for CONVENIENCE, for ACCURACY. Most of the risk of credit selling is eliminated where Allison Coupon Books are used.

HERE'S HOW THEY WORK

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.

For sale by the jobbing trade everywhere.

ALLISON COUPON CO.,
Indianapolis, Indiana

Buyers' Guide

WRITE TO
10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
if you are interested in Irish trade.

O. E. Robinson & Co.
Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - - Ontario
Established 1886.

Biscuits and Confectionery
Big range from which to choose your Christmas stock. Only the highest grade goods made. Prompt attention given all orders.
See Our Travelers.
THE AETNA BISCUIT CO., LTD., MONTREAL.

Coffee Agents Wanted
We want manufacturer's agents in all parts of Canada to investigate our proposition.
Package Quality. More than attractive We act second to none.
Augustin Conte & Co., Montreal

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

Importers and Agents Wanted
in Canada for
FINCH'S PATENT FLY CATCHERS, OLD COUNTRY TOFFEES, ETC.
APPLY
EDWARD KIDD & CO.
1090 Hamilton Street, Vancouver, B.C.

HOLLAND RUSK
The many ways in which it can be served make it a quick seller—a fast repeater. Keep it where your customers can see it, and watch the sales grow.
HOLLAND RUSK COMPANY
HOLLAND, MICH.

GRATTAN & CO., LIMITED
ESTD. 1825
The Original Makers of
BELFAST GINGER ALE
Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

SUCHARD'S COCOA
The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.
FRANK L. BENEDICT & CO.
Agents Montreal

Readers of The Grocer, Let Us Know Your Wants

The Canadian Grocer is in a position to secure information on new lines in the grocery trade, and of novelties occasionally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Canadian Grocer you are entitled to this service.

Add "Vol-Peek" to Your Specialty Counter
and make extra profits without extra expense.
Vol-Peek is needed in every house for mending kitchenware, made of Granite, Iron, Tin, Aluminum, etc.
Simply draw the attention of your Customers to Vol-Peek, and you will make many sales. Sample and terms from
H. NAGLE & CO., Montreal
or
Fenwick, Hendry & Co., Kingston
Eastern Ontario Agents

When writing to advertisers, kindly mention having seen the ad. in this paper.

When writing advertisers, kindly mention having seen the ad. in this paper.

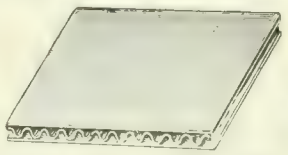
For Quick Packing, Room Saving

use the T. & N. Folding Cellular Board Freight Boxes

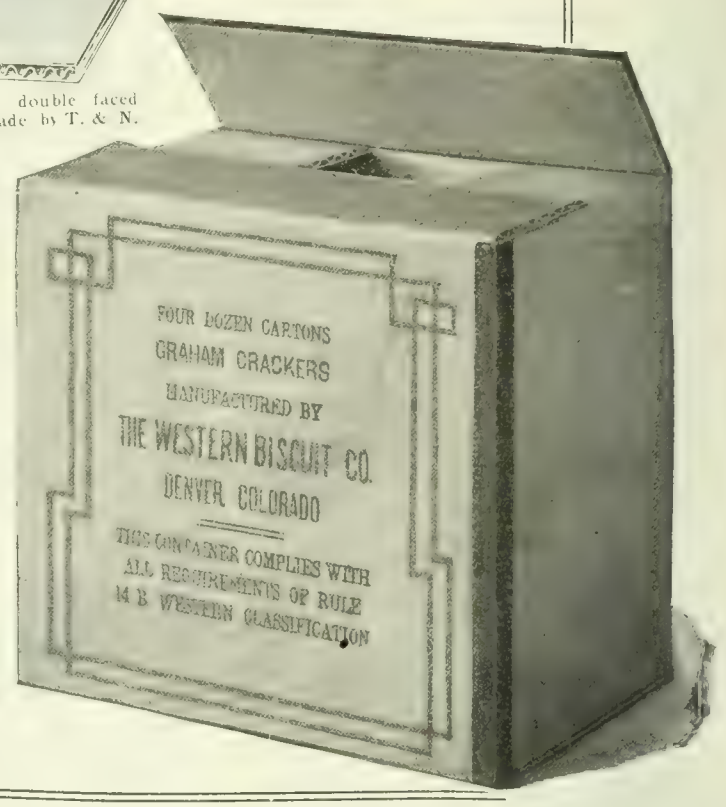
If you pay freight charges on the goods you ship, why not save by using T & N folding cellular board Freight Boxes? If your patrons pay, why not make yourself strong with them by saving half the weight on the packing case.

These boxes are strong, withstand the shock of freight shipping, are quickly and easily packed without nailing or wiring. They come "knocked down" and therefore take up the minimium amount of room in your shipping department. They are cheaper than wood boxes too.

They're worth looking into. Let us know your requirements. Fill out coupon and send to us to-day.



Cellular Board double faced corrugated. Made by T. & N. special process.



The Thompson & Norris Co. *of* Canada, Limited

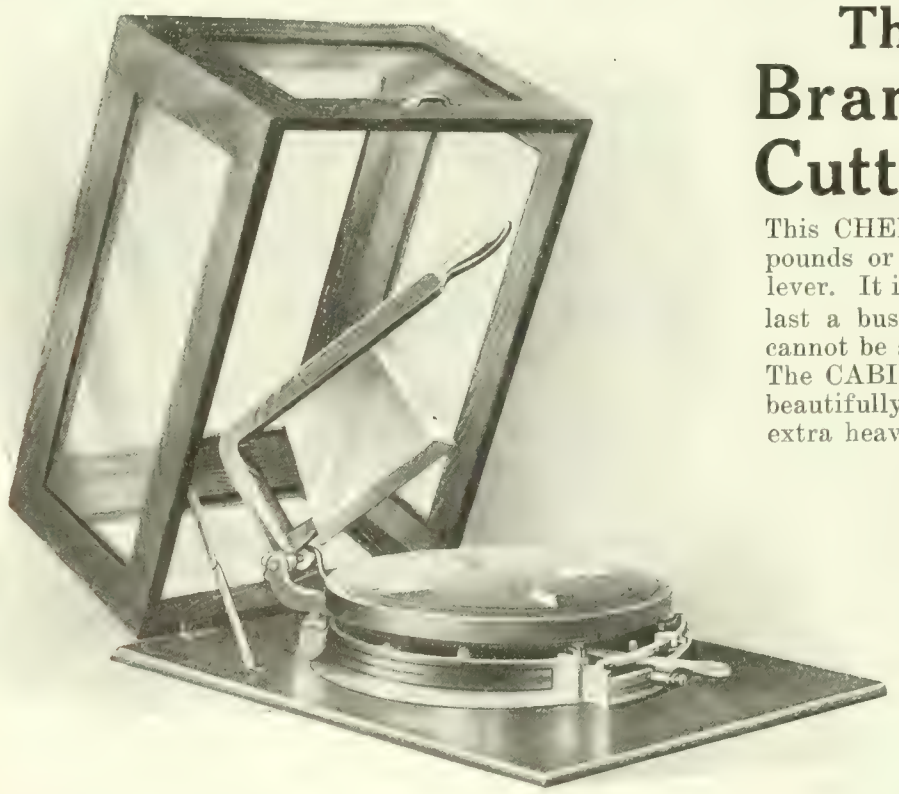
NIAGARA FALLS, Ont.

Brooklyn, N.Y. Boston, Mass. Brookville, Ind
London, England Julich, Germany

The THOMPSON & MORRIS Co. of Canada, Limited, Niagara Falls, Ont
Send particulars.

Name .....

C.G. Address .....



This cut shows the Brantford Cheese Cutter and Cabinet

This CHEESE CUTTER cuts pounds or fractional pounds or money value with a single stroke of the lever. It is the best machine on the market, and will last a business lifetime. The price is $25.00, and cannot be sold for less.

The CABINET is of solid Oak, well ventilated and beautifully finished, fitted with Brass trimmings and extra heavy glass. It is good value at $10.00.

Free for one month only. With each Cheese Cutter we will give absolutely free one of these Cabinets. Remember we are not cutting the price of the Cheese Cutter. We can't; the price will never be less. Just to test the value of advertising in this Journal we offer this Oak Cabinet free. Terms $5.00 cash with the order, balance of $20.00 in four monthly payments of $5.00 each, f.o.b., Brantford. Send in your order, it is only good for one month, and will be your last chance. Mention this paper.

The Brantford Scale Co., Limited

Brantford Ontario

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You Don't Sit At The Fire

during summer nor does the housewife care to hang around the hot stove cooking. Her aim is to produce a satisfying meal with as little trouble as possible. That's why you should

PUSH CANNED GOODS

We have a large assortment of Canadian Canned Goods all top-notch quality. Select from

VEGETABLES	FISH	FRUITS
Tomatoes	Salmon	Apples
Corn	Sardines	Raspberries
Peas	Lobsters	Strawberries
Haricots	Herring	Pears
Beets	Oysters	Peaches
Asparagus	Cod Fish	Plums
Etc.	Etc.	Etc.

Imported Canned Goods

LE SOLEIL BRAND
is the leader. Has been for years past. The pack of most reliable people whose efforts on behalf of **"Highest Purity in Canned Goods"** has won for them a world-wide reputation.

Petits Pois Extra Fins, Tres Fins, Fins, Mi-Fins, Moyens No. 2, Moyens No. 3.

Vegetables Asparagus, Haricots, Macedoines Flageolets, Artichokes, Spinach, Brussels Sprouts, etc.

Assorted Soups Julienne, Cherville, Concentrated Tomatoes.

MUSHROOMS
F. LeCourt - - - - - Paris

—Quality— The Taste Lingers—
Extra Choice First Choice Choice
Gallipedes (Hotel)

Get on the Long-Distance. Or wire at our Expense.

Laporte, Martin, Limitee
568 St. Paul St., - Montreal
Telephone Main 3766

No "dead stock" on your shelves if you sell

Welch's

Grape Juice

Canadian Grocers find Welch's sells on Sight

Once you introduce **Welch's Grape** Juice to your trade you are assured of three things—your stock will move **rapidly**, you will receive a fair profit, and the quality Welch's is fully guaranteed to you and your customers.

We secure the best grapes obtainable—and in our entire process of washing, rinsing, pressing and sterilizing, neither grapes nor juice are touched by human hands.

Write to-day for prices and names of Canadian distributors. We furnish attractive display material.

The Welch Grape Juice Company, Westfield, N.Y., U.S.A.

COOK'S FRIEND BAKING POWDER

on the market for over 50 years. Only best quality ingredients used—**contains no alum.**

If you want your customers to come back and send their friends, give **Cook's Friend** all the prominence you can.

Ask Your Wholesaler

W. D. McLaren, Ltd., Montreal

THE YELLOW TIN—BUT NO YELLOW STREAK

No, sir.

GILMOUR'S ANTISEPTIC HANDCLEANER

can stand up against any competitive line. It has been in the ring for years but never knocked out.

GILMOUR'S KNOCKS THE DIRT OUT

When you back Gilmour's you are sure of a winner. There's the punch about Gilmour's that counts

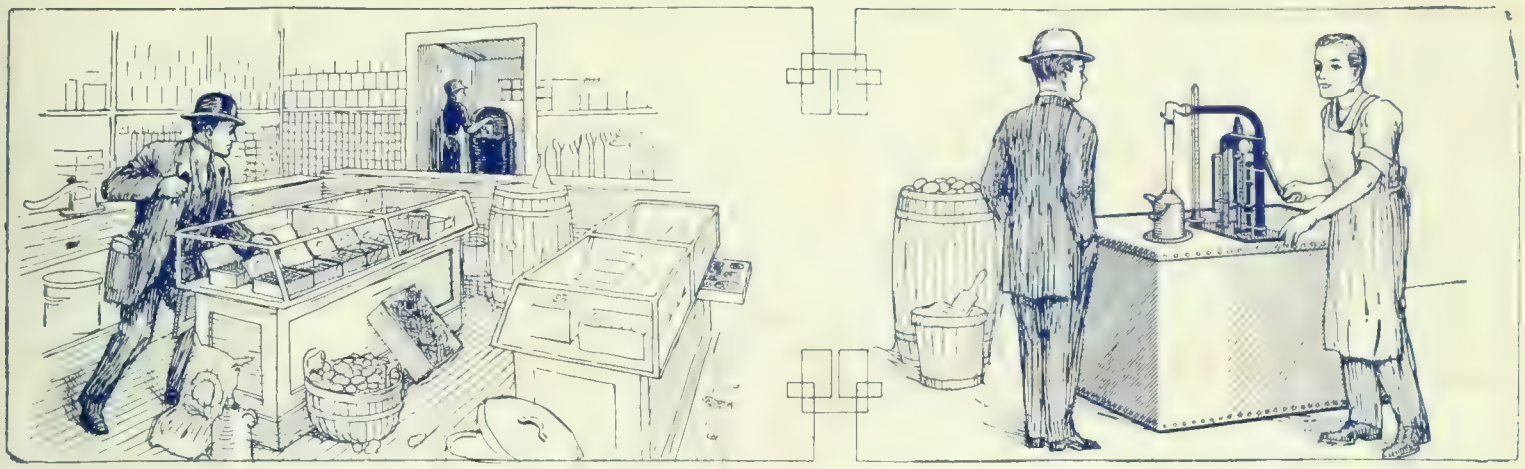
Write

THE GILMOUR COMPANY

604 Papineau Ave., MONTREAL

AGENTS:

E. O. Cornish, Vancouver; Watson & Truesdale, Winnipeg; Fenwick & Hendry, Kingston; F. E. Roberge, Ottawa; G. W. Gorham, Halifax: Edward Lacroix, Commission Agent, North Sydney for Cape Breton and District.



The Bowser Safe Self-Measuring Oil Tank Can Be Kept in a Convenient Part of the Store

because it is clean and there is no dripping of oil to stain the floor or spoil other articles of food. The old style of tank must be kept in the shed or cellar, which necessitates leaving the store to draw oil. The BOWSER is equipped with an automatic cut-off that checks the flow of oil as soon as pumping ceases, and prevents dripping; it does away with the nasty, oily measure and funnel. The Computer shows how much to charge for, and the Float Gauge shows how much oil is left in your tank. In fact, to sell oil in a cleanly and profitable way you need a BOWSER. Write for FREE BOOK full of information about handling and selling oil.

S. F. BOWSER & COMPANY, Inc.

66-68 Frazer Avenue - Toronto, Ont., Canada

Made by Canadian Workmen and Sold by Canadian Salesmen. **Sales Offices in all Centres and Representatives Everywhere.**

Original patentees and manufacturers of standard, self-measuring hand and power driven pumps, large and small tanks, gasolene and oil storage and distributing systems, oil filtering and circulating systems, dry cleaner's systems, etc.

Established 1885.

Sanitary Cans

"The Can of Quality"

Tomatoes, Peaches, Pears, Plums, Apples.

Enamel Lined Cans for Strawberries, Raspberries, Beets.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Five Roses Flour

Not Bleached — Not Blended

LAKE OF THE WOODS MILLING COMPANY KEEWATIN TRADE MARK REGISTERED

Selecting the Right Flour

I can say without contradiction, that for the past 20 years I have used the best brands of flour manufactured in the U. S. and Canada, and no other brand has given me the same satisfaction as FIVE ROSES. — Mrs. M. A. D., Roundwood, Ont.

FIVE ROSES makes the most bread out of a barrel than any other. Have kept house for 20 years and it has given me the best satisfaction for bread and pastry. — Mrs. J. E. L., Woodstock, N. B.

Used FIVE ROSES for about 10 years and find it the best for bread or any kind of pastry you would want. — Mrs. S. F. O., Parry Sound, Ont.

Used FIVE ROSES for a number of years. Can guarantee its success for bread and pastry. — Miss E. H., Cushing, Que.

I use a barrel of FIVE ROSES every month. Have been using the same for 21 years and it beats all other flours for me. — Mrs. H. J., Bridgetown, N. S.

I would not be without FIVE ROSES flour in my home for any price. Would not trade one bag of FIVE ROSES flour for 3 of any other. — Mrs. R., Birdhill, Man.

Have used your flour for 7 years and find it splendid for bread, cakes and pastry. I always refuse the "just as good" as I am not sure about their being good, but I am sure of FIVE ROSES. — Mrs. J. I., Edmonton, Alta.

FULL NAMES ON REQUEST

NO GROCER really knows the possibilities of a flour till his customers have given their verdict. Then will he find them in perfect accord with the thousands of other Canadian housewives who for a full generation have proved FIVE ROSES *perfect* in *bread and pastry making.*

While we are not in the habit of using testimonials, we ask your attention this once to these few simple, sincere commendations taken from a host of *unsolicited* statements received from the satisfied customers of grocers selling FIVE ROSES.

If we had only reports from one locality, only a limited conclusion could be drawn; but when we have reports from *all over Canada,* from housewives who have been using FIVE ROSES for years and years, are we not justified in concluding that FIVE ROSES offers the retailer his best opportunity for a consistent profitable flour trade?

The right flour for you to buy to sell again is the one that enthusiastic consumers advertise so eagerly to one another, the flour that sells best to-day while assuring to-morrows profit on a larger scale.

Ask your jobber or write our nearest office.

LAKE OF THE WOODS MILLING COMPANY, LIMITED

Montreal Ottawa Toronto London St. John Keewatin Winnipeg Vancouver

"The House of Character" *Capacity 11,500 bbls.*

THIS IS THE 1,339th ISSUE OF

CANADIAN GROCER

ONLY WEEKLY GROCERY PAPER PUBLISHED IN CANADA

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII. PUBLICATION OFFICE: TORONTO, AUGUST 8, 1913 No. 32

You Want Sugar Quickly

during the present rush of fruit

You Also Want the Best

ORDER

St. Lawrence Granulated

and you not only get the best Sugar for preserving but you will get prompt delivery.

Ask for the size of grain your trade prefers:—

Red Label for Fine Grain
Blue Label for Medium Grain
Green Label for Coarse Grain

EXHIBITION WORK

is the best way of advertising to the consumer

WE SHALL DEMONSTRATE "NUGGET" SHOE POLISH AT

CANADIAN NATIONAL EXHIBITION
TORONTO
Aug. 25th to Sept. 6th

CENTRAL CANADA EXHIBITION
OTTAWA
Sept. 6th to 13th

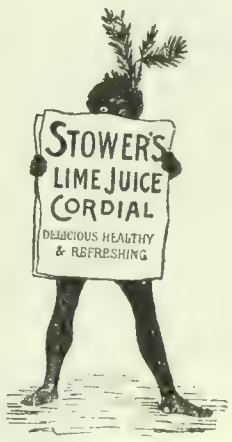
WESTERN FAIR
LONDON
Sept. 8th to 13th.

If you are attending any of these exhibitions we shall be glad to see you, and if you are in Toronto our office is at your service to write your letters or leave your parcels.

The Nugget Polish Co. Limited

9-11-13 Davenport Road Toronto, Ontario

"STOWER'S"
Lime Juice Cordial



A Delicious,
Healthful, Cooling
Fall and Summer
Family Beverage

This is a beverage that no household should be without during the warm weather, in fact it is a delightful all-year-'round cordial which promotes health, refreshes body and mind.

Stower's Lime Juice Cordial is prepared from fresh Lime Fruit with every impurity carefully extracted.

Stower's Lime Juice Cordial is supplied to His Majesty, the King and to the British House of Commons.

ORDER NOW.

Arthur P. Tippet & Company

Agents

Montreal *Toronto*

Prepared in Copper Kettles Boiled in Silver Pans Packed in Gold Lined Pails and Glass.

Mr. Grocer:—

We have the price and quality.

Compare ours with other makes before placing your orders for fall.

WAGSTAFFE PURE JAMS

New Season's Strawberry, Raspberry, Black Currant, etc., now ready for delivery.

Kindly get your orders in quickly, to avoid disappointment.

Wagstaffe Limited - - Hamilton, Can.

When displaying summer lines

do not forget to include Borden's Reindeer Brand Condensed Coffee — in addition to its perfectness of quality and purity the label is a handsome production in brown and gold which lends its effectiveness in the making of displays on shelves, counter or window.

BORDEN'S

Reindeer Coffee

contains milk and sugar and is ready to drink by the mere addition of hot water. Just the thing for picnic or camp.

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver

RED RIDING HOOD BRAND

5 lb. SLIP TOP CAN

5 lb. SLIP TOP CAN

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta—W. H. Dunn, 396 St. Paul Street, Montreal.
Toronto—Lind Brokerage Co., 47 Wellington St. E.
Ottawa—E. M. Lerner & Sons, 11 York Street.
British Columbia and Yukon—Kirkland & Rose, 312 Water Street, Vancouver.

5c
OCEAN BLUE

In Squares or Bags.

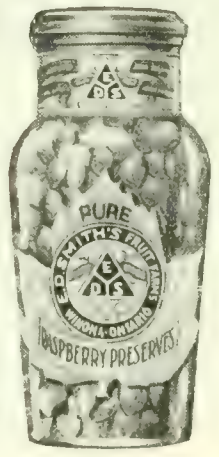
This washing blue sells readily in 5 cent packets or cartons, and you can recommend it because it represents nearly half-a-century's experience in manufacturing washing blue. "Absolutely dependable" is the verdict of all users of the popular 5 cent pack. Let us send you samples and prices.

HARGREAVES (Canada), Limited,
33, Front Street, E. TORONTO.

Miles and miles of orchards

and our factory is right in the heart of them

The purest of Cane Sugar— Fresh Fruit



clear as Crystal Spring Water.

From the top of our immense and modernly equipped factory the eye can travel over miles upon miles of the finest fruit-bearing orchards in Canada—yes, in the world. And right in the centre of this vast "Garden of Canada" stands the home of E. D. S. products—the factory that has been built upon the policy of absolute purity in its jams, jellies, catsups, wines, etc.

A Revelation in Prices

Owning 900 acres of orchards and gardens in the highest state of scientific cultivation, producing first quality fruits, and hundreds more under the E. D. S. control, we have built up the largest jam business in Canada, which means our consumption of sugar is tremendous, and commands the lowest possible price. This, along with fact that we have little haulage expense and no waste from fruit spoilage (being situated right in the centre of the orchards), enables us to quote prices considerably lower than other brands, to say nothing of the superiority of our goods.

Don't place your order for the winter's supply until our traveller calls or you see our price list.

It will pay you to get in touch with us NOW.

E. D. Smith & Son, Ltd.

WINONA, ONT.

AGENTS: NEWTON A. HILL, Toronto; W. H; DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S,; J GIBBS, Hamilton.

Simcoe Brand Baked Beans in their different styles—plain with chili or tomato sauce is the standard bean food of Canada.

The Simcoe Brand is very widely known from East to West, from North to South and everywhere known is the prime favorite. It is the family food, perfectly cooked and carefully prepared, by the most scientific process.

Few people appreciate the true-to-Boston bean flavor of the Simcoe Baked Beans as much as those who really know the flavor of the original Boston Baked Beans.

It is this appetizing flavor that makes the Simcoe Brand the most profitable for you to handle—that insures you quick, profitable turn-over.

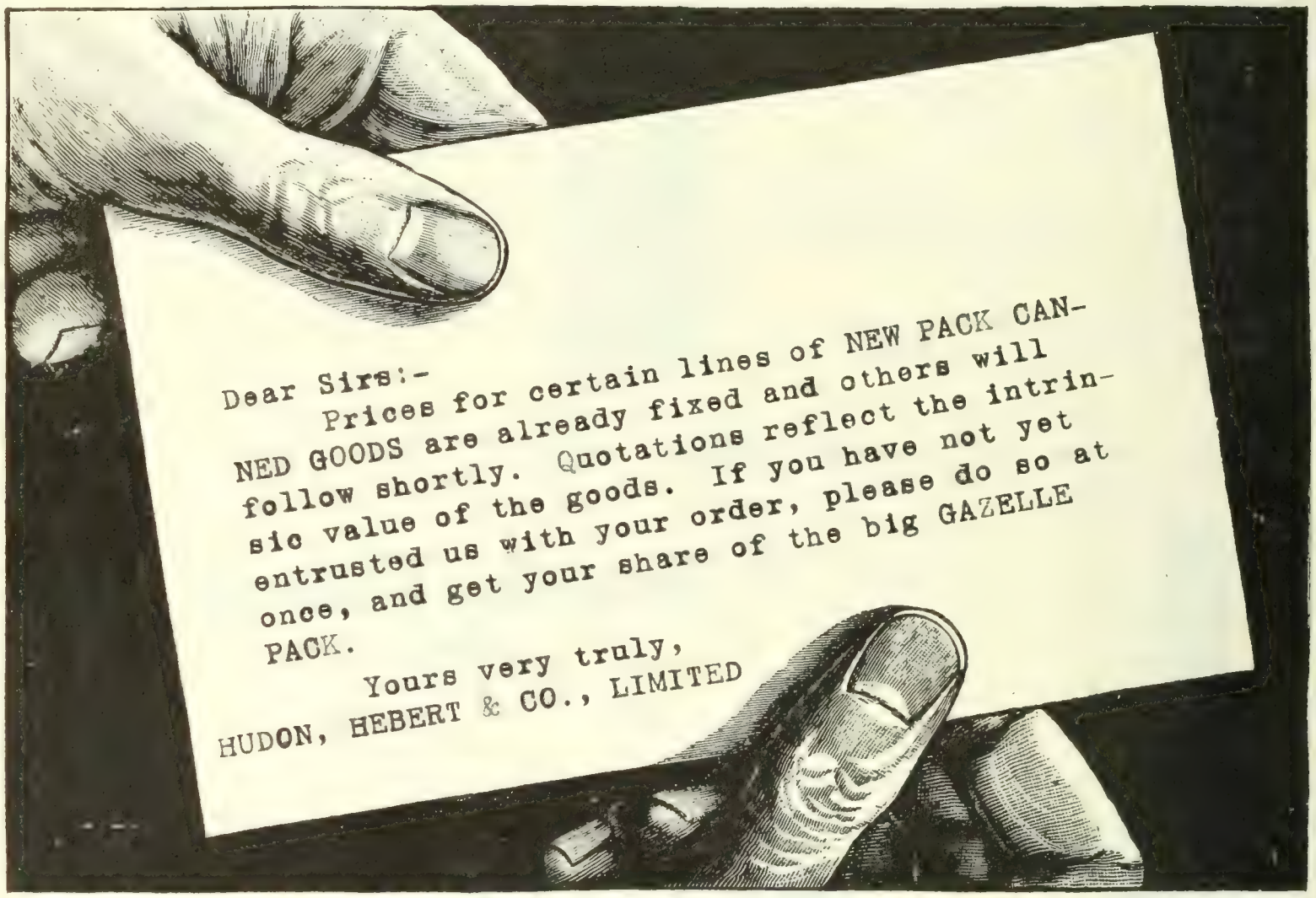
Order Your Winter's Supply Now.

Dominion Canners, Ltd.

HAMILTON, ONT.

GAZELLE CANNED GOODS

A WORD TO THE WISE:—


Dear Sirs:-
Prices for certain lines of NEW PACK CANNED GOODS are already fixed and others will follow shortly. Quotations reflect the intrinsic value of the goods. If you have not yet entrusted us with your order, please do so at once, and get your share of the big GAZELLE PACK.
Yours very truly,
HUDON, HEBERT & CO., LIMITED

THE GAZELLE HAS STOOD FOR QUALITY SINCE THE DAY IT WAS BORN

Hudon, Hebert & Co., Limited

MONTREAL

THE MOST LIBERALLY MANAGED FIRM IN CANADA.

Established A.D. 1839

A WORD WITH YOU MR. GROCER

You have undoubtedly noticed the enormous increase during the last few years in the consumption of canned Pork & Beans, and without being particularly observant you will have perceived that

Clark's Pork and Beans

ARE EASILY THE LEADERS

Have you ever asked the "why."

Let us tell you.

CLARK'S produce only THE BEST.

CLARK'S assist your sales by ADVERTISING.

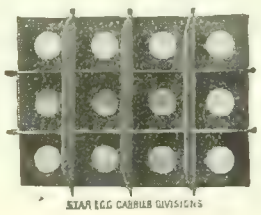
CLARK'S give your customer VALUE at

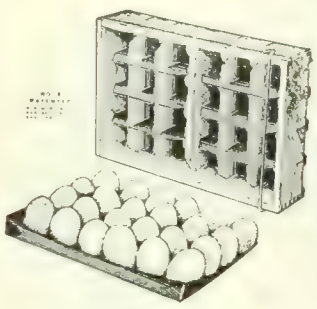
REASONABLE COST

CLARK'S MARGIN FOR YOU IS RIGHT

W. CLARK, - MONTREAL

ONE DOZ. SIZE





TWO DOZ. SIZE

The Modern Store

Cannot Afford to be Without STAR EGG CARRIERS and TRAYS—You Cannot Afford to Have Anything BUT a Modern Store, Therefore—You SHOULD USE STAR EGG CARRIERS and TRAYS.

They will give you an absolutely safe, vehicle delivery coupled with an automatic counting feature which eliminates unpleasant disputes with your present customers and makes and keeps new ones.

The use of STAR EGG CARRIERS and TRAYS will also give your clerks more time to devote to your customers, and their practical and economical features all lead to better store service. Do you think you can afford to be without them?

IF YOUR JOBBER CANNOT SUPPLY YOU, WE WILL.

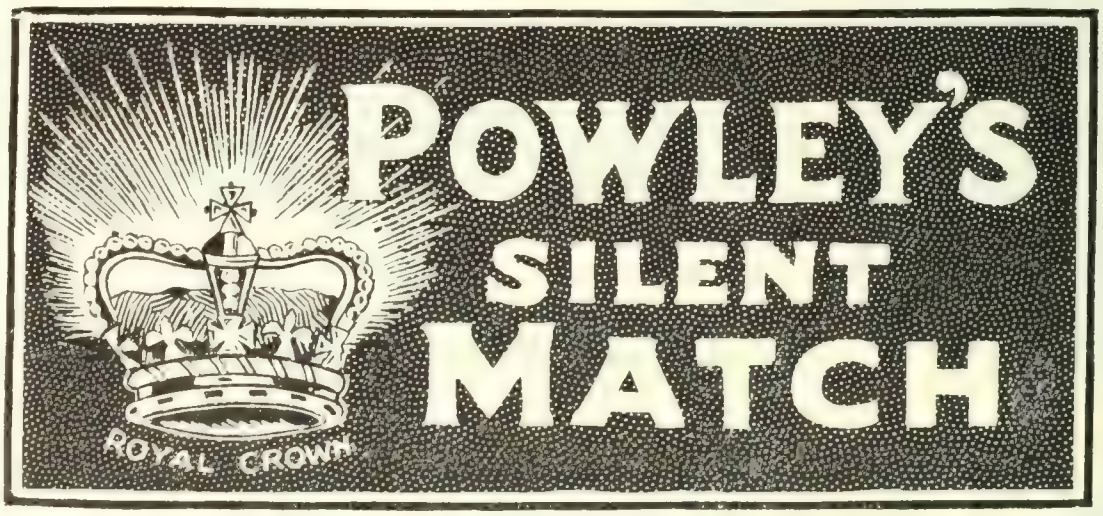
By renewing the STAR EGG CARRIER DIVISIONS in STAR EGG CARRIERS, they are kept perfectly sanitary at all times and their life is materially lengthened. Your jobber has them

Star Egg Carrier and Tray Mfg. Co.
1500 Jay St., Rochester, N.Y., U.S.A.

YOUR PROFIT 60%

It will pay you to sell

500 Good silent matches in each box.



144 attractively labelled boxes in each case.

We carry a full line of Wrapping Papers—Manillas—Kraft—Foreign and Domestic Parchment Fibre—checkered and striped papers—Star Egg Carriers and Trays. The Best grocery bags.

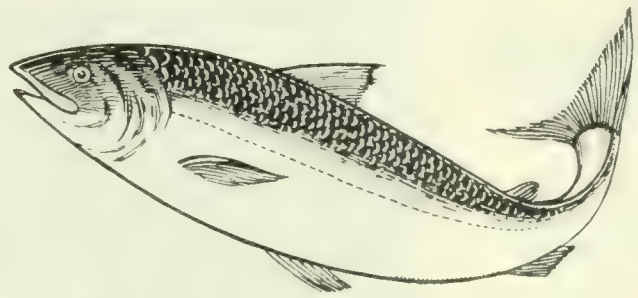
Write or phone for further particulars. Phones Adelaide 1392, 3077.

The Geo. Powley Paper Co., Limited

62-66 JOHN ST. -:- -:- TORONTO, ONT.

Anglo-British Columbia Packing Co., Ltd.

H. BELL-IRVING & CO., Limited, Agents, VANCOUVER, B.C.

Sockeye  Sockeye

SALMON

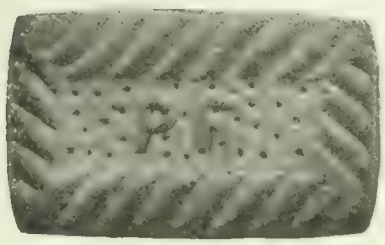
Buy—

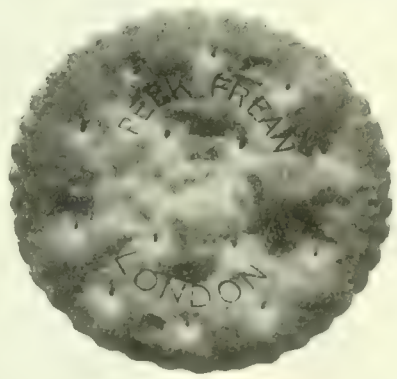
SOVEREIGN BRAND

HOLLY LEAF BRAND

THE FINEST GRADE OF SOCKEYE SALMON

THREE VERY POPULAR BISCUITS





P.F SHORTCAKE — Delicious shortbread biscuits. About 32 to pound. About 325,000,000 sold first year.

GOLDEN PUFF — Very light and flaky. About 42 to pound.

PAT-A-CAKE (reg'd) — Dainty shortbread squares. About 60 to pound. Over 425,000,000 sold in one year.

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Toronto—The Harry Horne Co., 309 and 311 King St. West, Toronto.
Ottawa and Eastern Canada—Frank L. Benedict & Co., Read Building 45 St. Alexander St., Montreal.

PEEK, FREAN & CO., Limited, Biscuit Manufacturers

LONDON - ENGLAND

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store —and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED

WALKER PATENTED BINS

Berlin, Ontario

REPRESENTATIVES:
Manitoba: Watson & Truesdale, Winnipeg, Man.
Northern, Sask.: North-West Specialty Co., Saskatoon, Sask.
Southern Sask. and Alta.: J. N. Smith, Box 695, Regina, Sask.
Vancouver: Western Plate Glass Co., 318 Water St.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED BINS

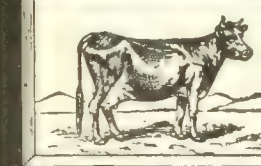
KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER CO., 138 Front Street, New York

A want ad. in this paper will bring replies from all parts of Canada.

DWIGHT'S



BAKING SODA

We can add little to all that has been said about the absolute purity and superiority of

"Cow" Brand Baking Soda

When the consumer's confidence in its work is so generally expressed it needs no long argument to point to the advantage of your stocking it.

It is the BEST, and the such should always be found on your shelves.

CHURCH & DWIGHT, Limited
Manufacturers :-: MONTREAL

By Royal Letters Patent

NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen, can be obtained from

W. G. PATRICK & CO.
LIMITED

St. Paul St., Montreal.
York St., Toronto.

THE FISHERIES EXHIBIT

GOVERNMENT BUILDING,

Canadian National Exhibition,
Toronto
Aug. 23rd to Sept. 8th, 1913

is well worth a visit from every retailer.

To handle fish successfully you must get information from first hand.

VISIT OUR EXHIBIT

Our representative will welcome you and show you:—

Fish of all kinds, true to life, swimming in a specially constructed aquarium.

Boats and equipment used in the deep-sea fishing of North Atlantic Ocean.

Model refrigerating plant, showing the fish in cold storage.

All kinds of fresh and cured North Atlantic Sea Products.

During certain hours of each day fish will be cooked and distributed from a special counter near our Exhibit, while recipe books can be had on application.

Take home one of our free interesting illustrated booklets describing the catching and handling of **North Atlantic** fish.

CURIOS

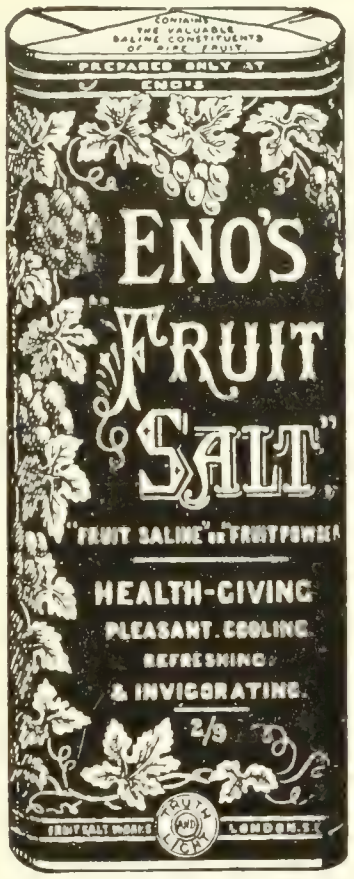
Not freaks but remarkable. Every specimen in our cold storage plant worth a visit alone.

North Atlantic Fisheries, Limited,

Head Office: Halifax **Selling Branch: Montreal**

Every Household and Travelling Trunk ought to contain a bottle of

ENO'S "FRUIT SALT"



A gentle natural aperient that stimulates the organs of elimination.

A delightful sparkling draught that children like, that invalids can safely take without fear of griping or weakening effects.

Travellers need this valuable preparation to prevent sea-sickness, train-sickness, and illness caused by sudden changes of water or climate.

If you suffer from Constipation, Biliousness, or Indigestion, the regular use of

ENO'S "FRUIT SALT"

will promptly correct the disorders and greatly improve your general health.

This world-famous aperient has been in use for forty years, and to-day stands unrivalled.

"It is not too much to say that its merits have been tested from Pole to Pole, and that its cosmopolitan popularity presents one of the most signal illustrations of Commercial enterprise to be found in our trading records."

Sold by Chemists and Stores throughout the World

Prepared only by

J. C. ENO, Ltd., FRUIT SALT WORKS, London, S.E.

BRITISH and FOREIGN

JAM & MARMALADE PULPS

CITRONS, LEMONS AND
BITTER ORANGES
FRESH AND IN BRINE

SPANISH OLIVES IN BULK

ESSENTIAL OILS
LEMON, ORANGE,
BERGAMOT

F. C. GOODING & CO.

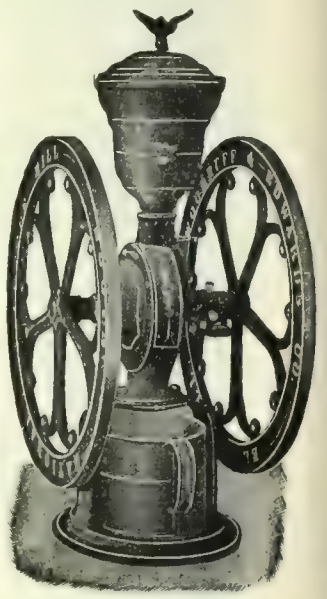
FRUIT PACKERS AND SHIPPERS

36 Eastcheap, LONDON, England

CABLES "GOODINGITE LONDON," ALL CODES.

Represented in **TORONTO** by **W. B. STRINGER**

The Elgin Mills are guaranteed the fastest grinders according to their size.



No other coffee mill corresponding in size with any style of the Elgin will grind as fast. It is so constructed that it grinds perfectly and runs easily with very little effort on the part of the operator, and with no expense whatever.

It is equipped with special adjusting device and the new style force feed steel-cutting grinders.

The Elgin National Coffee Mills are used by thousands of the best grocers and institutions in Canada and the States. Write for our new catalog to-day.

MADE BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.

Canadian National Exhibition

TORONTO, 1913

If you are interested in CHOCOLATES with coverings of the texture of velvet, centres of distinctive flavors, attractively boxed and at reasonable prices, inspect the exhibit of

CHARLES BOND, LIMITED, Bristol, England.
In the Manufacturers' Building.

If you are interested in GUM PASTILES of ideal consistency, incorporating pure fruit pulps, inspect the exhibit of

CARSONS, LIMITED, Glasgow, Shortwood. (Gloster, Eng.)
London, Eng., Melbourne, Australia. Under the Grand Stand.

If you are not interested, call all the same—Then you will be. Information as to the above exhibits may be had from Mr. J. P. WRIGHT, Queen's Hotel, Toronto.

The Brand *of* Tea *and* Coffee *that's popular throughout the* West.

Every day sees the growth in the popularity of **Royal Shield Brand** Teas and Coffees. They give universal satisfaction to both consumer and dealer, being of a delightful quality that pleases the epicure tea and coffee drinker and creates business for the grocer.

Our service is complete and at your disposal.

CAMPBELL BROS. & WILSON, LIMITED
WINNIPEG

CAMPBELL, WILSON & ADAMS, LIMITED
SASKATOON

CAMPBELL, WILSON & HORNE, LIMITED
CALGARY, EDMONTON & LETHBRIDGE

CAMPBELL, WILSON & STRATHDEE, LTD.
REGINA

Wholesale Grocers and Importers

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

Brantford Cold Storage Co., Limited
Wholesale Produce Merchants.
Dealers in Eggs, Butter, Cheese, Honey and Poultry.
In Car Lots a Specialty.
A Modern Cold Storage for Public Storing.
BRANTFORD, ONT.

Japan Teas on Spot
Congou Teas on Spot
Ask for samples.
W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

Import—Export 'Phones { Office 2190 / Residence 1556
NORMAN D. McPHIE
MERCHANDISE BROKER
COMMISSION MERCHANT
MANUFACTURERS' AGENT
Handling General Grocery, Spice and Produce Lines
Federal Life Building
HAMILTON, - Ont., Canada

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

CONVENIENT, MODERN, WAREHOUSING
at Ottawa, tracks at the door, connection with steamers. Fireproof. Excise Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.,
46-52 Nicholas Street - - Ottawa

WESTERN PROVINCES.

ORR & McLAIN
Importers, Buyers and Manufacturers' Agents
Domestic and Foreign Agencies Solicited
507 Confederation Life Building, Winnipeg

H. P. PENNOCK & CO.,
LTD.
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturers wanting live representatives.

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

Eastern Manufacturers Limited
Manufacturers' Agents,
Saskatoon, Saskatchewan.
Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established. 15 Years
Domestic & Foreign Agencies Solicted

HOLLOWAY, REID & CO.
Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

WESTERN PROVINCES—Continued.

NORTH-WEST SPECIALTY CO.
Manufacturers' Agents
Cover Saskatchewan completely. All large centres visited monthly. Open for agencies for all kinds of Store Fixtures and Specialties. Warehousing facilities.
Suite 109 Willoughby-Sumner Stock
Saskatoon, Saskatchewan.

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines, Domestic and Foreigh agencies solicited.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT and GROCERY BROKER
757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS and MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

When writing advertisers kindly mention having seen the advertisement in this paper. : : : :

Manufacturers' Agents and Brokers' Directory

(Continued.)

Western Provinces—Continued.

SIMPSON PRODUCE CO. Winnipeg Man.

Will be pleased to discuss with agents or manufacturers of Bakers', Butchers' or Grocers' specialties, the introduction of their lines to the Prairie Provinces—we go direct to the trade or through the Jobbers.
Dealers in High Class Produce and Provisions.

Simpson Produce Co. 248-252 Princess St. Winnipeg Man.

LEADLAY LIMITED
332 Bannatyne Ave., Winnipeg, Man.

Grocery Brokers & Importers.
"Eiffel Tower Lemonade."
"Foster-Clarkes Cream Custard.

BRITISH COLUMBIA.

McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission Agents

352-6 Cambie St., Vancouver, B.C.

Can give strict attention to a few first-class Grocery Agencies. Highest References.

O'Loane, Kiely & Co., Ltd.

WHOLESALE GROCERY BROKERS
CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY

We cover British Columbia and Alberta
Head Office - - Vancouver, B.C.
Reference : The Bank of Montreal.

WORLD RENOWNED

BRAND STUHR.

STUHR'S
GENUINE CAVIARE,
ANCHOVIES IN BRINE
(Salted Sardels).

In Tins and Glasses.

"Please ask for our offer"

C. F. STUHR & CO., HAMBURG.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

SHIP YOUR CARS TO
FERGUSON'S SIDING

Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.

FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.

We have records in our vaults covering ten years' satisfactory service.

C. E. DISHER & CO.
WHOLESALE GROCERY BROKERS AND COMMISSION AGENTS
CANNED AND DRIED FRUITS, BEANS, SALMON
Victoria VANCOUVER, B.C. Calgary

E. O. CORNISH
COMMISSION AGENT
Canned Goods a Specialty
821 Pender St. W., Vancouver, B.C.

The CAMPBELL BROKERAGE CO.
Manufacturers' Agents and Commission Brokers.

We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.

857 Beatty Street . Vancouver B. C.

McCANN & LANGFORD
Winch Building Victoria, B.C.
Manufacturers' Agents and Commission Brokers.

We can give special attention to a few good agencies. Anything we handle we push
References: Bradstreets, Royal Bank, Union Bank.

The CHAMBERLAIN-DOWNEY Company, Limited.

Wholesale Jobbers & Manufacturers' Agents.
Grocery, Confectionery and Tobacco Specialties.
Correspondence solicited on Domestic and Foreign Lines.
TRACKAGE AND WAREHOUSE,
1214 Homer Street, Vancouver, B. C.

When writing advertisers, kindly mention having seen the ad. in this paper.

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

The failure to stock some standard commodity may be the means of a merchant losing trade.

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contains not Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you.
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

a quick sale and good profits. For all forms of headaches there is no remedy which reaches the seat of the trouble so quickly and so effectively as *Mathieu's Nervine Powders.* Be sure and stock them, as they are quick sellers.
Try *Mathieu's Nervine Powders* yourself at our expense as per coupon attached, if you or someone of the family suffers from headaches.

Remember there is nothing equal to Mathieu's Syrup of Tar and Cod Liver Oil for breaking up colds.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name .....
With (Name of firm) .....
Street .....
City or town .....Prov.....

Tartan BRAND
THE SIGN OF PURITY

TRAVELLERS' VACATION

from 3rd August until 16th August. 5 Free Phones at your service. Special bargains for holiday time.

HAMILTON CENTENNIAL

from 11th to 16th August. Don't miss it. Will be glad to see you.

BALFOUR, SMYE & CO., Wholesale and Manufacturing Grocers **HAMILTON**

RICE'S SALT

THE TABLE SALT ABOVE THE AVERAGE

Give your customers the best salt—**Rice's**, and you will coin their trade for other profitable goods. Rice's salt is the finest quality—Table and Dairy Salt produced. Purity is the key note.

We ship promptly. Get our prices.

THE NORTH AMERICAN CHEMICAL CO., Ltd.
CLINTON & GODERICH, ONTARIO

BUY
STAR BRAND
Cotton Clothes Lines
AND
Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers
SEE THAT YOU GET THEM

A Seasonable Line

OUR NEW

Sandwich and Salad Olive

all ready for the table

Pimento Stuffed
Celery Stuffed
Plain Pitted

in salad form

Ask your wholesaler for this 8 oz. bottle.
Retails at 25c.

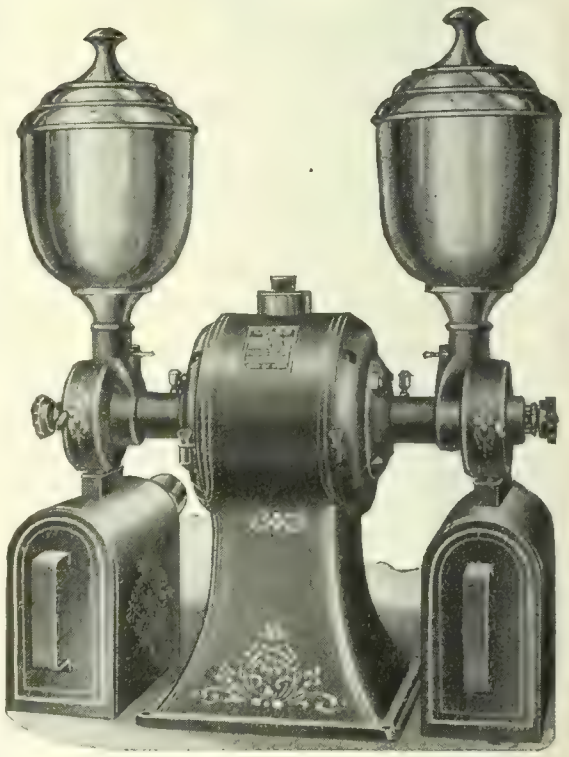
Gorman, Eckert & Co.
LONDON, ONTARIO

Western Selling Agents:
MASON & HICKEY, Winnipeg

More Than Ever in a Class by Itself

One of our 12 new models. Wouldn't it be a good idea then to look into the Coles? It ranks with the best and meets your price. 26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO.
1615 North 23rd St. PHILA., PA.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

St Lawrence Sugar

EXTRA GRANULATED SUGAR

FINE GRAIN

Suit Your Sugar Taste.

St. Lawrence extra granulated is now sold in three different sizes of crystals ; all choicest and purest cane sugar.

Fine Grain (red label) ;

In this every grain from top to bottom is about the size of dots at left.

Medium Grain (blue label) ;

Like small seed pearls, even and white and marvels of sweetness.

Coarse Grain (green label) ;

Like small diamonds and almost as brilliant, but quickly melted.

MEDIUM GRAIN

Order The Size You Prefer.

Every grain, no matter its size, is finest extra granulated pure cane sugar, shown by analysis 99-90/100 to 100% pure.

The weight is guaranteed as well as the quality.

Bags 100 lbs., 25 lbs., 20 lbs.
Cartons 5 lbs., 2 lbs. 14

St. Lawrence Sugar Refineries Limited, - Montreal.

COARSE GRAIN

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a Want Ad. in this paper.

Messina Lemonade Powder

Just the thing for this hot weather. The truest lemon flavor is there. If you want any better, well, you will have to take a lemon itself.

Each Tin a Repeater,
And a Tin of Profit.

Henri Jonas & Co., Montreal

BUY
"Redona" and "Matador"
SHELLED
ALMONDS

The most popular amongst the Grocery and Confectionery Trades

COSMELLI & COMPANY

Packers and Shippers of the well-known Red "C" and Red "B" Fruit Pulps.

Monument Buildings, London, England

L. & B.

BANNER BRAND JAMS AND JELLIES

Stand at the very top for high quality, quick selling and profitableness in fresh fruit products. Most aggressive dealers know that profitableness in Jams and Jellies depends on certain essentials. These are: delicious, fresh, full fruit flavored goods, the kind that makes repeats and sells at a moderate price. L. & B. Banner Brand fills these essentials to the letter. That is why they are so popular.

LINDNERS LIMITED

340 Dufferin St:, TORONTO Phone Park 2985

Representatives:—The Amos B. Gordon Co., Toronto; Watt, Scott & Goodacre, Montreal; H. D. Marshall, Ottawa, Ont.; C. A. Munroe, New Brunswick; W. H. Lyne Usher, Nova Scotia and Prince Edward Island; H. Donkin & Co., Vancouver; Western Office at Winnipeg.

"Old Country", American and Canadian Manufacturers can save greatly on their Western Shipping

This can be accomplished by taking advantage of our
WEEKLY POOL CAR ACCOMMODATION

Stock carried in Winnipeg can be shipped at carload rates to practically all Western points, because we are on the ground to see that the goods are placed with wholesalers who are making up cars to ship to their branches.

This means a reduction in freight rates during the year, and gives a fast service which is desirable.

We have experienced representatives in all the large Western points and give storage accommodation in all these points if necessary.

We're open to take on a few more first-class lines which do not conflict with those already carried.

Personal attention given to every line.

Write us to-day and get fuller particulars.

W. H. Escott Company, Limited

181-183 BANNATYNE AVE. E., WINNIPEG

We Hold the Keys to the Best Wholesalers in the West

A Canadian Invention—The Barr Register, Account Register and Filing Cabinet Combined

That is what we offer you in the Barr Account Register.

Would you write with a goose quill?

Would you buy a 1900 model motor car?

NO! YOU WANT THE LATEST! YOUR BUSINESS DEMANDS IT.

A FEW OF THE NEW IDEAS ON THE BARR REGISTER.

Convenient index, it is always ready. It is not interfered with by other parts of the register.

1,000 accounts handled quickly and conveniently in the space now required by other machines for 100 accounts.

Complete privacy of all accounts and names.

Interchangeable metal leaves. When number of accounts grows and more space is needed we exchange old book for new one which fits into your original cabinet.

We merely charge a nominal sum for the additional accounts ordered this way.

Saves buying another account register completely.

This Interchangeable feature makes the Barr the most **ECONOMICAL** account register on the market

IT SAVES MONEY ON BOOKKEEPING, STOPS BAD ACCOUNTS

At one writing the bookkeeping is done, posting finished and statements rendered.

Don't grow old before your time, keeping late hours, endeavoring to "head off" the bad accounts, **there is a better way.**

No keeping of Day Books and Ledgers and making out statements.

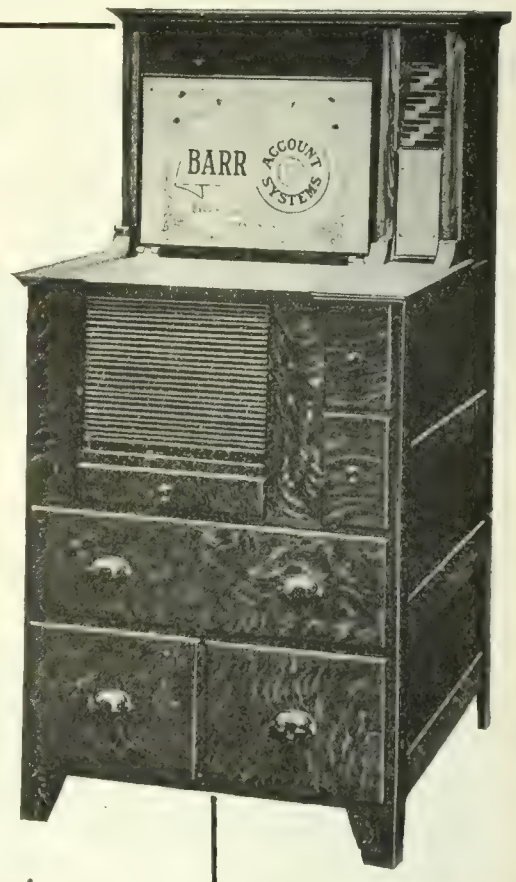
Your customers will like this system better.

It protects their interests by informing them always of how they stand at your store.

It avoids disputes, arguments and prevents losses.

It increases Net Profits;

THIS MEANS DOLLARS TO YOU.



Mail this Coupon

Barr Registers, Limited, Trenton, Ont.

Gentlemen.—We would like more facts about the Barr Account Register. "We want **results** and the best account register made." This places us under no obligations to buy.

Name ..... Street .....

Town .... Prov. .....

We ask a chance to prove that the Barr Account Register will put your credit business on the most profitable basis.

Barr Registers, Limited

Trenton, Ontario

"There is a Barr Register built to handle your credit accounts, no matter if you have 100 or 1000."

DEALERS HEAVILY FINED.

Convicted of the Charge of Selling Adulterated Pepper—The Retailers' Protection.

In Hamilton, Ont., during the past week three retail grocers were fined for selling adulterated white and black pepper. The fines in each case, including costs, amounted to $40. The pepper was found to be adulterated with pepper tissues and foreign stone cells.

In Newmarket, Ont., a grocer was charged also with selling adulterated black pepper. The fine imposed was $30, including costs. He pleaded not guilty, but acknowledged the sale to the inspector who made the prosecution.

Edit. Note.—In this connection retailers should remember that if they demand and secure a warranty that the goods are pure from the manufacturer selling them they are immune from fines. This is their protection, and they should avail themselves of it in buying from houses not known to be reputable.—Canadian Grocer.

SAND IN THE PEPPER.

Three More Grocers Convicted of Selling Adulterated Pepper—Fourteen Others on Trial.

Seventeen Montreal grocers were arraigned last week on the charge of selling adulterated spices. The evidence showed that a large quantity of sand had been mixed in the pepper. Three pleaded guilty and were fined $5 and costs each, and the rest will be tried later. The Dominion Food Inspector, J. J. Costigan, said that sand was being sold in black pepper to an alarming extent and the co-operation of the local health officers and the Provincial Board of Health had been requested.

It cannot be maintained, however, that the retailer is to blame in all these cases. He sells the goods as they are bought from the manufacturer, neglecting in many instances to inquire as to their purity. But if every dealer made it a firm rule in buying to know exactly what he was getting there would not be so many of these fines registered against the retail trade.—Canadian Grocer.

If you want protection use Todhunter, Mitchell & Co.'s Spices. They manufacture pure spices only.

TODHUNTER, MITCHELL & CO., - Toronto

An All Year Round Seller

Keating's Insect Powder

Stock Keating's Powder as an all year round seller. It is deadly to every form of household insect, but harmless to animal life.

An insecticide with a world wide reputation

Order Through Your Wholesaler

Reaching the West

—the Region 'Round Regina

You need help if you are shipping from the East. The distances are so great you are at a disadvantage. To overcome this try shipping in carload lots direct to Regina. This saves freight on the long haul. We will receive such cars, sort consignments, and re-ship to your various customers. Railways radiate from Regina. Our charges are reasonable The plan will save you much money.

By placing a stock of goods with us you may make our warehouse your Western Branch. We are equipped to carry large quantities in storage, and to attend to re-shipping on orders from you or your customers.

Even if your goods do not bulk large, avoid the extravagance of high charges on many parcels, by combining the Western orders in one consignment to us for distribution.

We can tell you more when we get your address. Write to-day, so that you may know all about the service in time to use it.

REGINA STORAGE AND FORWARDING COMPANY, LIMITED, REGINA

In consequence of the great improvement in quality of

JAPAN TEAS

this season a large number of Import Orders are being duplicated and consignments eagerly picked up.

FURUYA & NISHIMURA

Montreal New York Chicago

PURE STRAWBERRY JAM
CHIVERS' QUALITY

We are in a position to protect you for your requirements in Strawberry and other Jams, either immediate or future delivery, and can supply you with CHIVERS' QUALITY.

Do not buy the first jam offered you, thinking you will not be able to secure your supplies. We can protect you, and besides guaranteeing delivery we can save you money and give you CHIVERS' Quality.

Our bookings are quite heavy owing to the complete satisfaction given by CHIVERS' goods in the past. Get in touch with our travellers or write us direct and take advantage of our SPECIAL 1913 INTRODUCTORY OFFER ON CHIVERS' LINES.

FENWICK, HENDRY & CO.
Manufacturing Wholesale Grocers
KINGSTON, ONTARIO

Keep in with your trade by selling Cairns' Jams

the jams used by Royalty

If your customers demand the best for their money and undoubtedly they do, you will find Cairns Jams, Jellies, Marmalades, etc., the most satisfactory you have ever handled.

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has proved itself a healthful and nutritious food for young and old.

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Without Effort

Its reputation is long established and customers like it; that accounts for the steady demand.

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AGENTS FOR THE DOMINION OF CANADA

There is no doubt about it!

The Grocer who has a reputation for quality-service

sells

BENSON'S PREPARED CORN

for Culinary Purposes

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SILVER GLOSS STARCH

for Home Laundering

THE CANADA STARCH CO., LIMITED

Manufacturers of the EDWARDSBURG BRANDS

Montreal Cardinal Toronto Brantford Vancouver

Interior view of the store of Jno. Muir, a Niagara Falls, Ont. grocer. Mr. Muir is standing on the right. Note display receptacle beneath the show cases.

Business Building on Good Goods and Service

Methods Used by John Muir, a Scotchman, Who Has Been in Grocery Business in Canada for Quarter Century—An Out-of-the-Ordinary Display Method—Delivery at Specified Hours—The Bookkeeping System.

A native of the Orkney Islands, with nine years' training in Scotland, and over 25 in Canada, John Muir has during the past sixteen years built up a good grocery business in Niagara Falls, Ont., on the foundation stones of quality and efficient service. One would travel through many a town and city before meeting another in whom belief in " good goods" was so strongly imbedded. It is the guiding principle of his business. He thinks it the mainspring of any success he has attained. He goes after top quality, and has perfect confidence in his customers paying the price—with a fair profit—that he asks. He has proved it.

"Take tomatoes, for instance," he said in a talk with a representative of The Canadian Grocer. "I pay several cents more a pound than many others, but get 17 cents where they only get 15 cents. Mine are the best quality in the market: that's why. And the same way with cooked meats. People will go where they can get the best."

Add another to Mr. Muir's principles of business. He aims to have many distinctive lines—a particular class of fine goods that one cannot get always at the other man's.

Service to Inside Customer.

Attention to the customer inside the store is practised by Mr. Muir and impressed upon all his assistants. He esteems this a most important department of business success. If a little girl comes in, as often as not it is the proprietor himself who is beside her in a minute, as attentive as to a grown-up.

"People want good quality and will pay for it. I never keep second-class goods. There is no demand for them. The only place for goods with a flaw is the garbage heap. I study the tastes of each of my customers." —John Muir, grocer, Niagara Falls, Ont.

In the delivery of goods Mr. Muir works by schedule. He has three rigs one for nearby and the other two for the outlying districts. In the central "zone" there are four deliveries each day, with an extra one at least on Saturday. The first is at 8 o'clock in the morning for orders sent in too late the day before, or those where prompt delivery was not essential. The other three are at 11, 3 and 5. The store is open from 7 a.m. to 6 p.m., except Saturday, when it does not close until 9.30 p.m. The last delivery this day includes orders received up to nine o'clock. For the outskirts there are three deliveries daily, with one more on Saturday.

Two of the delivery wagons are provided with tops to keep the goods clean and dry, something after the style of a bread delivery wagon. The covering is of tarpaulin, and one of the two has lasted 16 years, and looks good for a few more. On the top goods can also be placed. Most of the parcels, except those that are put up near the front of the store, are sent to the rear door.

Importance of Cleanliness.

Cleanliness and orderliness in Mr. Muir's opinion are cardinal virtues. The only "obstacles" allowed on the floor of his store are the boxes which are being filled ready to send out on the delivery. These remain perhaps two or three minutes—or less—while the man is taking others to the wagon. The basement is a pleasure to visit; everything cleaned up as if an inspector was about to enter.

The Basement Shelving.

Mr. Muir has adopted a useful system of home-made shelving downstairs. He takes boxes sent by the cereal companies and piles them up with the bottoms against the walls, so that they look like regular "pigeon hole" shelving, and are useful for stocking goods. This placing is done systematically so that

(Continued on page 37.)

How Other Grocers Do Things

INEXPENSIVE PUBLICITY.

"Store Publicity" is one of the hobbies of E. C. Matthews, grocer, Parliament Street, Toronto. Mr. Matthews has several ways of doing this, among them the use of stickers and rubber stamps.

"From Matthews' Grocery, 257 Parliament Street," reads one sticker, which is used for putting on all shelf goods. He says this is one of the best ads. he has ever used. It goes into the homes, is found on all bottles of pickles, sauces, etc., which are frequently placed on the housewife's table.

A rubber stamp reads: "E. C. Matthews, grocer, 257 Parliament Street—Butter and Eggs a Specialty." This costs little, and is useful for stamping bags, paper and baskets of fruit.

Another and somewhat similar stamp is also used principally for envelopes or small parcels to be sent by mail. It also fits on the handles of fruit baskets. It contains his name and address, followed by "Groceries and Provisions."

As a substitute for string he uses a sticker containing same words as on last mentioned stamp. When the parcel is made up this sticker seals it, and at same time is an advertisement going into every customer's home.

* * *

GOOD FRUIT AND VEGETABLE WINDOW.

An attractive fruit and vegetable display can be seen every Friday night in the window of J. W. Island, 262 Dundas Street, Toronto. Recently a particularly good one appeared. In the centre was a three-tier graded fountain, round in shape, of open work metal painted green, the lower tier being about 24 inches in diameter. The spray or mist from this imparted a cool and refreshing sensation. The top tier was generously filled with pink radishes, the beauty of their coloring being enhanced by the quantity; green lettuces, fresh and clean, occupied the centre tier; while the lower part was plentifully rounded up with small white onions.

The left portion of the window was given over to fruit—rows of boxes of the freshest strawberries, raspberries and currants showed a blaze of brilliant red, while large purple plums and dark watermelons of enormous size filled the remaining space. One watermelon was cut in halves, showing the peculiar pink of the edible portion. To the right of the fountain were the vegetables. Here also was a riot of color—bright red tomatoes, green peas, beets, cucumbers, cabbages and carrots, heaped in profusion. At each side was suspended a large, round basket of dark brown straw, filled with oranges.

* * *

Canned Meats
Corned Beef
Why Worry About Lunch?
A LOOK over our canned goods will chase away your trouble forever. All kinds of tempting canned meats and fish are carried by this store in great variety. We sell quickly and never have old stock. Consequently you are sure of that fresh natural taste combined with the appetizing flavor caused by canning—in every brand. Those meats are delicious—as kept and sold by us. Canned and retailed under the Government Pure Food Act
Choose a trial order from the following special offers:
50c
25c
45c
30c
The City Grocery
CHAS. R. P. BOAKES
Fourth St. west
'Phone 7

A neatly written, well displayed and appropriate summer advertisement. Used by an Estevan, Sask., grocer.

* * *

KEEPING FLIES FROM WINDOWS.

A good idea for restricting the roaming desires of flies has been adopted in the grocery store of Fox & Britton, Welland, Ont. The front window is entirely screened from the rest of the store by wire netting. The entrance to the window is made by means of the regulation-sized screen door. This simple device has been found very satisfactory.

* * *

CONDUCTING PIANO CONTEST.

A piano voting contest is being conducted by H. M. Andrews, general merchant, Stellarton and Thorburn, N.S. In one of his newspaper ads. Mr. Andrews makes the following appeal in connection with the contest:

"Use your common-sense. Don't let the piano opportunity go past you and then say, 'I could have had that.' Don't worry about being a few thousand votes behind; just ask us how to make them up. Take our word for it, enrollment now still gives you ample time.

"You can lose nothing by buying from us (you have to buy somewhere), while you may gain this beautiful piano. Come in and ask Andrews questions. Watch our ads. and windows for information and special chances. Talk to your friends about this great offer and plan how to get it."

* * *

SERIES OF CASH TALKS.

Wilson's grocery, Edmonton, Alta., has been running a series of advertisements dealing with its cash system. The introduction to one of these under the heading "Cash is our Keynote" was as follows: "Clear like a clarion call, it inspires confidence, cheer and character to our merchandising. Our customers get all the advantages of our system of selling the best in groceries and provisions at the lowest prices for cash. Our service is reconstructed to give the utmost satisfaction to our patrons. Come yourself and look around our store and see just what value we give. One cash price system the best for all.

* * *

UNITE ON CASH PRINCIPLE.

In North Battleford, Sask., the majority of the merchants have agreed to sell for cash only. Each deposited a cheque for $50, which is to be forfeited if anyone is given credit. They are doing away completely with bookkeeping so far as looking after credit sales is concerned.

TO NEWTON A. HILL, wholesale grocery broker, Toronto. Mr. Hill was born at Ballantrae, County York, Ont., on August 8, 1872. He has been in the present business for more than three years, previous to which he was buyer for Foley Bros. & Larson, Winnipeg, and before that again five years with L. Chaput, Fils & Cie, Montreal. His earlier years were spent in the retail grocery business.

Hooking Up With Parcels Post

This article gives a simple method for getting business from farming districts where there is rural free mail delivery but no rural phone systems. It suggests the use of the "return post card" already addressed and with an order blank on the opposite side. This is the third of the series.

Probably the majority of the farmer customers of the retail grocer have no rural phones. How are you going to reach these when the new Parcels Post measure comes into effect?

Last week the article on this subject dealt with methods to be adopted where country customers have both phones and rural mail delivery.

But what about those who have no telephone?

Post Card Order Blank.

Undoubtedly the simplest method to get business from these is by use of the "return private post card" system. Herewith in the illustration is given one suggestion following out this line. It would be necessary for the merchant to have sufficient quantities of these cards printed to distribute a dozen or more to each customer and probable on the mailing list. If he has not time or an opportunity to explain the use of these cards fully to buyers when in the store, it would probably be advisable to send with the cards a circular letter giving further particulars about parcel post and explaining in detail how to make up the order, when the card should be placed in the rural mail box and the time to expect the goods after mailing the card. It is absolutely necessary that every customer and every probable should understand thoroughly the system so that they will have no reason to complain if the dealer fulfils his contract. If parcels do not arrive when the customer expects them and a complaint is registered, the dealer should ascertain at what time the order card was mailed.

Farmers as a rule make it a point to get into the town every Saturday. This order form ought to come in handy, therefore, earlier in the week. In winter, of course, trips are usually more frequent.

Handy for Saving Time.

During seeding time in the spring, when the working days of the tiller of the soil begin to lengthen and when he is anxious to get the crop underground as early as possible, he uses every available minute. He works until six and when the chores are finished he doesn't feel like driving to town. On Saturdays the horses are all working. So here is a splendid opportunity to show him how he can economize his time and still have every comfort from a foodstuff standpoint. Let him know the value of parcel post in overcoming this annual difficulty. Explain its features carefully and you are certain to get business that would otherwise not come, because the farmer and his wife will often do without goods they really like unless the goods are brought to them.

See that these articles are filed away. You may not think you need them now, but you will later on.

You Can Now Get Groceries By Mail

The new Parcel Post Bill passed by the Government which came into effect January 1 permits us to send you parcels up to 11 pounds in weight. The rural mail delivery man takes them to your gate. Fill in blanks with the goods you want; mail this card and you get your goods next day.

H. H. HUNTER, 111 Mail Street, Jonesville.

Dear Sir,—Send me the following goods by Parcel Post.

Yours very truly,
MRS. JAS. BROWN,
R. M. R. NO. 6.

. . . . . .

When in a hurry use this card. You are guaranteed good service when you deal with us.

H. H. HUNTER, 111 Main Street, Jonesville.
'Phone 720.

Suggestions for a return private post card to be used when Parcel Post comes into effect. Opposite side should contain dealer's name and address.

Excluding Vermin from Grocery Store

Keep An Eye Open for the Article That Is No Good—The Pilfering Losses Against Some That Can Be Seen—What Is Your Remedy?—Buying the Fixture That Gives the Best Service.

*By Henry Johnson, Jr.

I told you some time ago of the complete equipment of my new store and have described how I have provided against the inroads of vermin. It is a big undertaking to try to cut out rats and mice. I cannot imagine how it can be thought of except in the case of a new or completely remodeled building; and even then the greatest vigilance will be called for to accomplish your end. People shook their heads when I told them what I was trying to do. I will be frank to say that I watched every move of the men who installed my fixtures, or I know I should have had any number of runways literally made to order for the pests.

Now, after nine months of occupancy, I find that I have no trace of rats, though a few mice have found lodgment here and there and we are working to cut them off.

Beware of the Fakir.

In passing, I want to tell of two experiences which come to mind in this connection. About twenty years ago a man came to sell me a disinfectant. He showed me a fine sample. He also showed me orders—in fact, turned over the order to me for future reference so I might sell those men again—from brewers, butchers, bakers, etc., and he showed me also the quotation in a catalog of a butchers' supply house, indicating that this preparation was a big thing. I was glad, very glad, to get what I took for an entree to such a fine line of trade, so I agreed to take the goods, $35.00 worth thereof.

I was a bit surprised when the "agent" brought in a big jug which he said contained five gallons of the "concentration," which I was to dilute ten times and which the other fellow was again to dilute ten times and "use as directed." I hesitated just a minute when he said he collected cash for the goods, but I paid up. You know the sequel—the stuff was useless.

Paid a Dividend.

Well, I made that $35.00 pay a dividend a few days ago. There came in a man who had the thing for exterminating vermin—would clean out any building. He had lots of documents to show how this thing had worked in packing houses, hospitals, aboard ship, in hotels. He was a dandy salesman. Was frank to say he did not have the only thing; there were others just as good—some cheaper than his, some more expensive—all good. The point was, he was here to do the work. The cost was $3.75 the pound and it would take perhaps 2½ or 3 pounds to do our building so completely that we would never again have a rat, mouse or roach—so why put it off for a dollar or so?

I was interested; but away back in my memory was that other experience, so I asked him how he collected, and he said as soon as the work was done. I then told him that $10 or $25 would be gladly paid if I could know that thereby I could complete the job and get rid of mice forever, but that I hailed from Missouri and would have to be shown before any money could change hands. He took me up on the dot. Said he would put in my order with the house would ship promptly, with full directions—and he "would not ask me even to sign an order."

Well, I am waiting yet—so if he hits your town maybe you had better go a bit slow, too

What Kind of Rats?

I have told you how my stockroom, wherein the most valuable kinds of stock, especially open packages, is kept behind a locked door. It is a fine thing, especially in theory. In practice it is good, too, and I would not be without it; but it is not perfect.

For instance, some time ago we got what is an occasional "case" of a certain "family refreshment." We used that little item and were not so awfully particular about the bottles; yet when we sent back the "empties" we noticed that three bottles were gone, and we did not know just where they had been put.

To-day, in tidying up the outer, open stock room, where everybody comes and goes freely because nothing besides paper bags, soaps, potatoes and other non-tempting things is kept there, the three bottles were found. There were also a very perceptible number of empty ginger ale bottles—the whole being hidden in a way that did not look accidental.

Some time ago, bearing in mind the cash register principle of "leading not into temptation," we provided a locked bin for our finer candies. I have never felt like seriously blaming a boy or girl or young person, or even a person of years who "fell for" a little dainty candy-eating. I have blamed myself for putting such things in the way. Even so, I have felt that pails of candy, unopened, might safely be put into a somewhat protected portion of the store-room without being actually locked up. To-day, we found one had been opened and about 6 pounds taken out.

Now, if candy and "family refreshments" and ginger ale, why not grape-juice, and sardines, and olives, and other fine goods which run into money? And if a stock-room which is generally kept locked and only opened (usually) for a specific purpose is inadequate protection—what can the ordinary retailer, minus specially trained help assigned to definite tasks, do to protect his stock from this loss? And what is the depredation of a few mice compared with the wholesale pilferage of these two-legged pilferers?

How Do You Do—What Do You Do?

What I should like to have brought out here is what do YOU do and HOW do you do it?

We all have this problem to solve. Some of us have solved a part of it, some have worked out others. I have told you what I have done so far. Let me have your plans. If we all get together and all tell what we know is good, maybe we can get up a complete and finished system which will be of great benefit to all.

So let me have your plans and methods.

Electric Elevators.

Ont., July 8, 1913.

Henry Johnson, Jr.,

Dear Sir: One of the strangest things in life to be is the "coincidences" of little things. The reason I wrote last direct to The Grocer was because I had forgotten your name! I am glad you thought it worthy of print—if I didn't.

But a few days ago an auto party went through here and one of the ladies bought some oranges of me. I naturally inquired about their trip, and she told me they were going from - - - to - - - My grandparents used to live in - - - and I began to ask about you in - - - The lady said she knew your store very well, but I did not ask her name.

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

What I want to ask you now is about electric power elevator. Did you buy of the - - - people, or do you know anything better? I have been figuring with them, and it looks to me as if their prices are high; but I think they sell an outfit which will work, and keep doing it. I go on the principle that it does not make so much difference what an article costs, if it is worth it.

I enjoy your comments in Canadian Grocer very much. If I do not always agree with you, what is the difference? I might be wrong.

Business has been a little quiet lately; but we are going to keep pegging away, and do as much as possible, and always be hopeful and industrious.

Yours very truly.

M. F. H.

Yes; that elevator is good and I think worth its cost. I bought a second hand machine and planned to "save" $600 or $700. The saving is down to about $300 now and we are not quite done. The machine I have works well and keeps working; but I wish I had paid those same people the $375 they asked me to simply install my machine, for I should have had a contract with a responsible firm to fall back on and I am sure the long months of "tinkering" would have been considerably shortened.

When you decide to install anything, get the best of its kind, built up by a good concern, even if the first cost looks high. You will be ahead of the game in the end.

Advertising the Value of Vegetables

Food Expert Points Out Their Medicinal Qualities From Standpoint of Various Internal Troubles—Appropriate Time for Good Newspaper Advertisement—A Suggestion Offered.

If people generally understood the value of green vegetables, says a food expert, more would be eaten and there would be a great falling off in the consumption of drugs.

A few of the commoner vegetables that are with us now or will be as the weeks go by are worthy a little attention, for their nutritive and physiological effects.

When a person finds himself bilious and the liver sluggish, instead of resorting to the apothecary's for a bottle of iron and sodium, let him eat for a few weeks such vegetables as the radish, spinach, onions, lettuce and chard. These abound in iron, chlorine and sodium—the very things required by his system. It is always well to eat as many of them as possible raw, for cooking changes the value of the salts they contain and some are destroyed by the process.

or Nervousness.

Again suppose, a person discovers that he is nervous and irritable—then a short diet course in celery and lettuce is in order.

Insomnia may be removed by eating freely of green onions and lettuce. For kidney ills, eat asparagus. This vegetable induces perspiration and thus rids the system of impurities by the stimulus given the kidneys.

For constipation lettuce, spinach, apples and carrots may be eaten. They all have aperient properties. Pepper grass or water cress is an excellent blood purifier. Tomato and rhubarb are full of oxalic acid which is cooling to the blood and very refreshing when taken in moderation. These vegetables should be used freely in their season. People, however, that are subject to gout would do well to avoid the tomato. Cabbage, brussels sprouts, cauliflower, and kale are full of sulphur and chlorine and when young are succulent and easily digested.

Where the Grocer Comes In.

In the larger towns and cities there are many people who do not grow vegetables. It is surprising too to find that many with plenty of land do not have a variety. Here is where the retailer has a splendid opportunity to increase his sales. He can do it easily through window displays and newspaper advertising.

On this page is a suggestion for a newspaper advertisement. It appeals to the health of the reader and is bound therefore to bring results. Why not give it or a similar one a trial?

It should be borne in mind that the average person is always keen on reading advertisments dealing with illness and cures. This is always devoured by a great many and when healthy foods are suggested, it is surprising to find with what zest they go after those foods. Now that the hot summer season is with us, one can scarcely eat too many vegetables. The time will soon come when they will be over for another year except those that can be stored for winter consumption. Every dealer should make the most of the season while it is here.

Why Not Use Less Medicine?

¶ If you study closely the value of green vegetables for the various ailments of the human system, you will find something good from nature's own workhouse for each trouble.

¶ An expert on the value of different foods says, for instance, that radish, spinach, onions and lettuce are good for biliousness and sluggish liver.

¶ For nervousness eat celery and lettuce.

¶ For insomnia green onions and lettuce are recommended.

¶ For kidney ills eat asparagus; for constipation try lettuce spinach and carrots. Pepper grass and water cress are good blood purifiers.

¶ The tomato and rhubarb are cooling for the blood, etc., etc.

¶ In hot weather particularly eat plenty of vegetables. For all of above lines see our window and store—freshest of goods and best of service.

JNO. RICHARDS. Phone 111 165 Main St.

Above is a suggestion for a vegetable selling newspaper advertisement dealing with health properties of various kinds.

The CANADIAN GROCER

Established 1886.
Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

Cable Address: Macpubco, Toronto. Atabek, London, Eng.

OFFICES:

CANADA—
Montreal—Rooms 701-702 Eastern Townships Bank Building, Telephone Main 1255. O. S. Johnston
Toronto—143-149 University Ave. Telephone Main 7324.
Winnipeg—34 Royal Bank Building. Phone Garry 2313.
Vancouver, B.C.—2649 Third Ave. West, H. Hodgson.

UNITED STATES—
New York—R. B. Huestis, 115 Broadway, New York. Telephone 8971 Rector
Chicago—A. H. Byrne, 140 South Dearborn Street. Phone Rand 3234.
Boston—Room 643, Old South Building; 'phone Main 1024.

GREAT BRITAIN—
London—88 Fleet St., E.C. Telephone Central 12960. E. J. Dodd

Subscription: Canada, $2.00; United States, $2.50; Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, AUGUST 8, 1913

SALMON PROSPECTS NOT BRIGHT.

Later reports from British Columbia bear out the article in last week's issue to the effect that the run of salmon was not going to be large. Three or four weeks ago everything seemed bright for a big pack and much lower prices were universally anticipated. This was the year of a big run—the last being in 1909—and it was thought the pack would run into high figures.

But to keep prices down this year, packers decided to pay less for salmon. This has resulted in a big strike—reports giving the number of strikers on the Fraser River at between 4,000 and 5,000 men—the fishermen refusing to accept the cut in price from 25 to 15 cents for sockeyes. The strikers were also able to call out the Indians and Japanese women working inside the canneries. While this trouble is on, there will be but few fish packed.

Another report says that the United States canners of Puget Sound appear to be reaping a harvest at the expense of the Canadian. The fish must pass American points before reaching their spawning steamers, and it looks as if this year the multitude of traps and seines allowed by the United States was putting the Canadian packers badly out. There was an example of this recently, when certain United States traps intercepted seventy-thousand fish in forty traps and thirty thousand more from other sources. On another day the same traps got ninety thousand sockeyes while British Columbia fishermen had to be content with left-overs, which did not average more than fifteen to sixty to the boat. In good runs three hundred to five and six hundred to the boat is not unusual.

A million cases were anticipated from the Fraser River alone. But from present appearances it may not reach much more than half that amount, or less than a year ago.

THE ADVANCE IN SUGAR.

For the first time this year sugar has taken an advance. This occurred at the beginning of the week and amounted to 10 cents per hundred pounds. This advance is attributed to several causes. Consumption is particularly heavy just now, stocks with some refiners are not large, and Cuban raws have been advancing. United States refiners have been purchasing heavily in the Cuban market on account of the reciprocity arrangement. But as holders in Cuba are assured of a market for all their sugar at any concession below the European parity, they have the raw situation in their own hands so far as the United States buyers are concerned. The stock in Cuba is decreasing gradually and is expected to soon go below the total of the United States stocks.

Total stocks and afloats of raw sugar show an increase of 782,883 tons this year over last, but the market then was 65 cents per hundred pounds higher on the Montreal market than to-day.

It is interesting to note that since the first of January there have been only five changes in refined sugar on the Montreal market and three of these occurred during January. The year opened with the price at $4.75. About Jan. 10 there was a drop of 15 cents to $4.60. Towards the end of the month there was a further drop of 10 cents. No further change occurred until May 12, when, following the new West Indian tariff adjustments, there was a decline of 20 cents to 4.30, which held good until Monday of this week.

HOW CUSTOMERS ARE LOST.

Customers are often lost by insignificant mistakes—that is insignificant from the standpoint of the merchant, but which loom up considerably larger when viewed through the spectacles of the customer.

In conversation with a patron of a certain Canadian grocery store the other day, the writer was told of an incident that decided this woman to leave her grocer and deal elsewhere. Previously, of course, she claimed to have some trouble, but this was the last straw. On her way down town she had gone into the store to order her groceries, among which was a large loaf of bread. She asked that it be wrapped for sure and was told that the wrapped kind would be sent. The back door had been left open for the groceries.

On arriving home she found to her disgust that the delivery man had placed the groceries on the back step, and that an unwrapped loaf of bread had been left on the window sill in the sweltering sun.

Here was a case where both grocer and delivery man were at fault—the grocer for promising to send wrapped bread and not doing so, and the delivery man for allowing everything to remain outside during a hot afternoon. Is it any wonder this woman has transferred her account elsewhere?

THE BUSINESS OUTLOOK.

A beneficent period of liquidation, says The Financial Post, is under way in Canada. Bank clearings are down. Building operations are going ahead at a less feverish pace. Railways are not earning as much per mile as a year ago and the labor supply now seems to be abundant.

If the foregoing facts, adds The Post, were rehearsed without any further comment it might lead many to think that Canada was in a serious way, but the truth lies the other way. The fact that liquidation is in progress is an entirely good omen. It is trite now to say that capital has been placed in fixed assets faster than the resulting productivity could immediately justify. Public bodies and private individuals have been spending money freely and, at the same time,

speculation and heavy extension of credit have been common.

Incidentally, Canada, as is the case with any rapidly developing country, has had to be dependent on outside capital, but world conditions this year necessitated a slackening on the supply of outside funds. If Canada had gone ahead a little longer at its rapid rate of progress, the reaction would have been very much more serious. The dangers, however, were pointed out a year or two ago, and the reaction has come slowly.

Business from the standpoint of the grocery trade has been good all along. Large manufacturers of special lines say with one accord that business has been better than a year ago. Many retailers interviewed state that their books show the same thing. It is evident, therefore, that so far as the grocery trade is concerned, 1913 will be a good one, and those who have been conducting their business on a sane, sound foundation will have no reason to complain at the end of the year.

PRICE CUTTING AND FAILURES.

The credit man of a large jobbing house claims that the cause of many failures in the grocery trade is price cutting. He comes in close contact with those who are having difficulty in meeting invoices and should know. Here is what he has to say on the subject:—

"Most retail grocers of to-day do not seem to realize that a profit must be made on every article they sell if they are to continue in business. There are too many price-cutters in business to-day.

"They are price-cutters more through ignorance than through viciousness and they are merely squandering the money of the jobber who supplies them, for when their affairs are turned over to the liquidator, the creditors usually realize from 25 to 50 per cent. and yet these same retail grocers if given an opportunity to start over again, will again adopt their price-cutting methods and attempt to drive every other grocer in their vicinity out of business by underselling them.

"When the legitimate grocer learns to boost the sale of goods upon which he is assured a profit, then the retail grocery business will assume a better position in the business world and there will be less failures.

"Any fool can cut prices or give his goods away but it takes a wise man to make a legitimate profit, at least enough to cover the cost of operating his business."

It stands to reason that no merchant can continue long in cutting prices on the big selling staple lines and make much money. Margins in these, through keen competition, are shaved about as closely as possible to ensure safety, yet it is on these same staples that so much cutting takes place.

There is much food for thought in the above remarks of the credit man.

SYSTEMS FOR MEETING INVOICES.

Despite the fact that some of the big financial men do business by draft, many dealers seems to think it is a reflection on their credit if they are drawn upon by a creditor. If large influential financiers consider the draft method of doing business as a perfectly sane and sound one, why should there be opposition to it from good business men? It is true that in Canada this old prejudice against the draft is gradually waning. It is a mistake to think that the prompt acceptance of a draft lowers a man's credit standing. It has directly the opposite effect. If a creditor receives a refused draft, the party who declined acceptance—and who does the same thing frequently—is sure to have his credit standing lowered in the eyes of mercantile agencies.

When a business man purchases goods he expects to pay for them when due. He does not care to get behind, for that is the first step towards loose methods, worry and probable failure. The draft always reminds him of an invoice due. He pays his accounts at the proper time and gets any discount coming to him.

It is said that some men accept some drafts and refuse others without giving any reasons. It is, however, difficult to credit this being the case among the better class of merchants.

While on this subject of making payments there is still another point worth considering. Suppose a merchant in a distant town owes a wholesaler a small amount, say $2 or $3. If he sends a cheque, the bank charges at least 10 cents exchange which loss is borne by the wholesaler. But if instead of making payment by cheque, it were made by express order or postal note, the cost would be reduced to about 3 cents. Here would be a saving of 7 cents, but of course the merchant would bear the 3 cents cost. Ten cents exchange is surely a high rate on such a small cheque. That is one method by which the banks are making money. Do unto others as you would wish to be done up.

EDITORIAL NOTES.

The merchant who builds for the future is wise.

* * *

Merchandising is a precarious business for the inexperienced. Get experience.

* * *

Because a thing has never been done before is no reason why it cannot be done in the future.

* * *

The sugar game this year has some of the earmarks of a game of checkers—long time between moves.

* * *

The hog is getting lofty in his aspirations. He thinks himself twice as valuable as some ten years ago.

* * *

By neglecting to follow up collections strenuously throughout the summer, the work becomes overcrowded during the autumn.

* * *

Have you had the photograph of your summer goods window taken? If not do so now and enter it in our window dressing contest.

* * *

Retailers who have been shading prices on canned salmon should watch this year's pack. Late reports indicate a big shortage from original estimates.

* * *

During the last fiscal year Canada not only did not not export any butter to the United Kingdom, but imported herself some 7,000,000 pounds, mostly from New Zealand. Our total exports were some 500,000 pounds, which consisted chiefly of tinned butter of the West Indies and dairy to the United States.

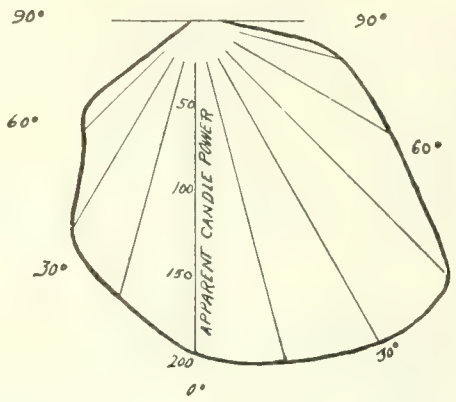


Fig. 3.—Candle power diagram, showing diffusion of light.

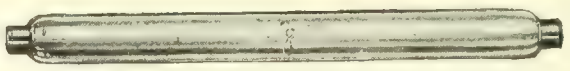


Fig. 1.—Lamp used in lighting show cases, etc., in store of Lipman Wolfe & Co., Inc.

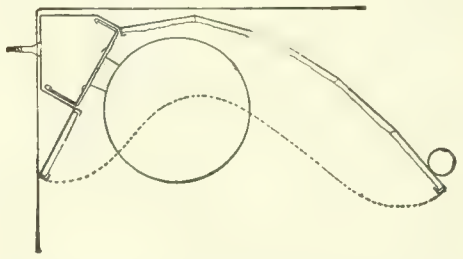


Fig. 6.—Trough Reflector used in show windows of Lipman Wolfe & Co., Inc.

Fig. 2.—Show Case Reflector, 2 in. wide by 2½ in. deep. Type used in Lipman Wolfe & Co., Inc., store.

The Latest Methods of Show-Case Lighting

How Goods in Cases Can be Brought Out to Best Advantage by Scientific Lighting Facilities—A description of System Used in Large American Store—Splendid Results Are Obtained by Proper Facilities.

Written for Canadian Grocer by William S. Kilmer.

It seems to be the prevailing practice of many merchants to flood the exterior show windows with light, and put little thought, if any, to a proper system of show case lighting. It is quite true that prior to the last few years the methods available for this purpose were very meagre and unsatisfactory.

The show case problem is big—one of the biggest of the equipment. The average metropolitan department store has 3,000 feet of aisle and wall cases, while the frontage for show windows will not average more than 300 feet, or 10 per cent. of the show case equipment.

The merchant dresses and lights his windows to attract the interested and disinterested public. As an advertising medium, it ranks even with the newspaper. When reputation, show windows and advertising have done their work, your store is full of the great buying public. The more merchandise you can show in a short space of time, the greater your sales. A customer may come to your store for a loaf of bread. A well lighted case stocked with confectionery attracts, and the sale increases by $5 or $25. Another feature is: Well lighted goods sell more rapidly without handling, as a closer selection is made possible without removing them from the case, as it stands to reason that if a piece of merchandise is shown in its true color and perspective it will look the same when removed from the case. Thousands of dollars are lost by the continual handling of delicate and perishable goods unnecessarily, and many a first installation cost of a show case lighting system is saved by this single feature. While on the other

Fig. 5.—Illumination of corner aisle and show cases and shelving. Lipman Wolfe & Co., Inc., Portland, Ore.

Fig. 4.—Perfume cases lighted by lamps, Store of Lipman Wolfe & Co., Inc., Portland, Ore.

hand, a poorly lighted case is often worse than one without any form of artificial lighting, because the light rays are often of such a color as to completely change the color of the goods, and a poor distribution of light may entirely alter the form.

In selecting any form of a show case lighting system, the following vital points must be considered by the progressive merchant:

First: The system must give an illumination in the interior of the case, which is approximately double that of the general illumination of the store interior.

Second: The light must be of such a quantity and quality that the goods are shown in their true color and style.

Third: The interior temperature of the case must not be raised to any appreciable extent, and any increase, however small, must be evenly distributed, as a glass case which is warm in spots is very liable to crack with the first cold draft which strikes the exterior.

Fourth: The unit of light must be neat and inconspicuous, and permit an easy and thorough cleaning of the case.

Fifth: General efficiency.

The lamp shown in figure 1 is approximately one foot long and one inch in diameter. The tungsten metal filament runs parallel to the tube through the entire length of the lamp—the electric current passing through from end to end. The interior glass area of this lamp is 31 square inches against 17 square inches of the ordinary "Bung Hole" type, and 24 square inches of the ordinary bulb lamp of the same wattage. This large glass area insures low temperature and long life, and on account of its peculiar shape it adapts itself to a very small reflector.

Fig. 2 shows the reflector 2½ inches deep and 2 inches high. It is scientifically designed, and throws a powerful and correct distribution of light, as is shown in the candle power diagram.

Fig. 4.—Perfume cases surrounding the $20,000 Italian marble and bronze staircase leading from the first floor to the balcony. These cases are 18 inches deep and 3 feet high, with a glass door for the front and rear. All cases are finished in Circassian walnut. Four 25 watt lamps are used to each one.

Fig. 5.—Corner aisle cases—30 inches deep and 38 inches high. The even illumination over small irregular merchandise is very noticeable. Four 25 watt lamps are used for every 8 feet of frontage. This method is also followed for the display cases and shelving shown in the rear of the aisle case.

Making Sure of Profits on Bananas

Observations of a Traveller Lead Him to Belief That Many Dealers Are Now Losing Money On This Fruit—Says Each Bunch Should be Counted, and Suggests An Easy Method for Doing So—Some Actual Instances Given.

Are you making any money on bananas?

This is a pertinent question, because it is a fact that many are not.

When you purchase a bunch at a certain cost how do you arrive at your selling price? Do you guess it and take a chance on making a profit, or do you know whether the margin is paying you?

"Not one in fifty," remarked a traveller to the writer the other day, "knows for certain whether any money is being made on bananas or not. The delivery man brings in a bunch, hangs it up, says the price is $2.15, etc., gets the money and departs. The grocer immediately decides to sell those bananas at a certain price, say, 15 or 20 cents. He may be getting back his $2.15, or he may be getting only $2, but he doesn't know it.

Somewhat Uncertain.

"'How much are you making on the bunch,' I asked a grocer recently.

"'I do not know,' he replied, 'but I come out all right on them.'

"'How do you know?' I asked.

"'Well, I don't know for sure,' was the answer. 'How can I tell what I make unless I count them, and it's no easy matter to count a bunch of bananas?'"

The traveller in question had spent a portion of his early life in the grocery business in Scotland, and he had been taught there how to count bananas on the string accurately. And over there they don't sell as many bananas as Canadian dealers.

Method for Counting Bananas.

So the traveller set to work to count the fruit. He took two newspaper sheets, folded each lengthwise, and placed one between two rows of bananas from top to bottom. He did the same on the opposite side with the other sheet. It was then only a matter of a few minutes when the actual count was secured.

A few moments' figuring showed that if the dealer had sold them at 15 cents per dozen he would have been making but 2 cents on the bunch to pay him a profit in addition to the cost of doing business. The bunch had cost him $2.15, and even had they been only $2 or $1.90 he could not have made a profit worth while.

"The best dealers," remarked this traveller, "watch the markets very closely, and rightly so. But there are many who do not make money on bananas simply because they do not know the cost per dozen.

Case of Small Margin.

"Not long ago I was in a store when a "push-cart" man came along with the remainder of his load which he wasn't able to sell. He offered them to the grocer. Finally a bargain was made that he pay 40 cents for the lot. He was selling bananas at the time for 15 cents. They were brought in and left on the counter where I had a good opportunity to look them over. There were a few bad ones and when these were taken out the dealer had just 36 saleable fruit at 15 cents a dozen for which he had paid 40 cents. If none of the others spoiled before all were sold he would have made 5 cents on the 45, or less than 12 per cent.

"We discussed the propriety of buying before counting and this man came to the decision that in the future he would see what he was buying and make sure of a proper margin."

No Chances Should Be Taken.

This is a subject to which every dealer should give his attention. If you are now in a position to know exactly your profit, well and good, but if you are taking a chance, there is necessity for a little reform. A dealer who sells two or three hundred bunches of bananas in a year ought to make a nice profit if he but gets a fair margin on each. If he is losing money on each he would be better off not to handle any.

Grocers' Letter Box

Editor Canadian Grocer.—I would be very much pleased if you would send me 4 or 5 addresses of buyers of chickens and fowl, live weight.—J. J. W., Bright, Ont.

Editorial Note.—Following are live poultry buyers, in Toronto: Gunns Limited; Canadian Produce Co.; M. P. Mallon and Wm. Davies Co.

The Clerks' Page

By the Cub Reporter

KNOW THE GOODS IN STOCK.

A head clerk who is recognized as a splendid retail salesman said to the writer the other day that there were more sales lost through clerks not knowing that the goods were in stock than through any other reason.

"I have worked in several stores," he said, "and have heard clerks frequently tell customers that such and such a line was not in stock when I knew perfectly well it was. Whenever I had the opportunity I would tell them so, but have no doubt that many times sales were lost when neither the proprietor or myself were there, just because the clerks were not acquainted with the stock on the shelves."

This suggests a point to be considered by every young salesman. You cannot sells goods even that are in stock if you do not know it. Go over the shelves and warehouse, get acquainted with every line and every brand. Study too the location of every article. This saves time and time means money particularly in busy hours.

SELLING PURE GOODS.

There is much talk these days of retailers selling adulterated goods. Many have been fined, not so much through their own fault as through that of manufacturers who sold them the impure goods. Every clerk should be acquainted with the Adulteration Act, how it operates and its purposes. For selling impure goods a dealer is subject to a fine unless he explains at the time of sale that the goods are not pure, a compound or a mixture. When a customer asks for pepper she is entitled to get "pure" pepper, not pepper and ground shells. It is the duty of every merchant to acquaint his clerks with the exact quality of the goods in stock. It is the clerk's duty to know this. Otherwise an inspector may drop in and make a purchase which results in a fine. If when the retailer is buying goods, he gets a warranty from the salesman of the manufacturer or wholesaler that the goods are pure, then he is not liable to a fine. If they are not pure, the manufacturer alone suffers, as the retailer bought them as pure in good faith. Let every clerk find out the guaranteed pure goods and sell them. The price may be a little high, but satisfaction is ensured and his employer is guaranteed free from fines.

HOW DID YOU MAKE PEACE?

Every salesman in the grocery store has met with complaints from customers. You have had many complaints. Let the reporter who looks after this page know the nature of some of these and tell how you have smoothed them out. You are helping your fellow clerk every time you send us a complaint and you will get some good from the other fellow when he writes.

So send along some of the complaints with which you have met and say just how you have overcome them. Who'll be the first? Mail your letters to the Editor, Canadian Grocer.

BRIGHTENING UP THE STORE.

A bright, clean store brings new business. There is probably nothing that will get it more quickly. What are you doing to make your store look better? Do you see that the bits of string, the pieces of torn wrapping paper, the orange peeling and the peanut shells are picked up and not allowed to be on the floor for more than five or ten minutes at a time? And what about the old empty boxes or those containing a few decayed oranges, apples or lemons? Are they allowed to congregate? Could not some neat method be arranged so that these old boxes would be entirely removed?

Many dealers have arranged with little cost a row of boxes along the bottom of one of the counters. These are made in one piece, wide at the top and narrow at the bottom. They require little room, nobody falls over them or steps into them and they add an attractive appearance to the store. Try to brighten up things a little if there is any possible room for improvement. If you take an interest in this work you will be well repaid.

NUTMEG AND MACE.

The Cub Reporter.—Will you please let me know if nutmeg and mace are from the same plant and if so what parts of the plant are they from? We have had a little discussion over the point and have appointed you as referee.

EDMONTON CLERK.

Editorial Note.—Yes both are from the same tree. Mace is the inner portion of the shell that covers the nutmeg itself. It is broken up to be placed on the market. The nutmeg tree grows extensively in the Far East Indian Islands as well as in the West Indies.

OBSERVATIONS OF THE CUB REPORTER.

A reformer who reforms himself before he attempts to reform the other fellow is the one who will make a success.

* * *

When duty calls it should not be necessary to have an ear trumpet to catch the sound.

* * *

Failure helps a man with good principles. It tests his mettle and goads him on to success.

* * *

When we have as good an opinion of our neighbors as we have of ourselves, then the world will be a better place in which to live.

Current News of the Week

Quebec and Maritime Provinces.

Oxner & Hennigar, general merchants, Chester Basin, N.S. have registered.

H. F. Lockman, grocer, Sydney Mines, N.S., has sold to J. C. McAuley.

J. E. Morin, of P. Poulin & Co., Montreal, spent the past week in Saguaney, P.Q.

Walter Johnston, of Gunn Langlois & Co., Montreal, is holidaying at Kamourasha, P. Q.

W. Findlay, salesman in the store of E. J. Quinn, St. Catherine St., W. Montreal, is spending his holidays up on Lake St. Joseph, P.Q.

Jno. Robertson, of Jno. Robertson & Sons, grocers, St. Catherine St., W., Montreal, is at present taking a three weeks' holiday at Old Orchard Beach.

David Murray, a grocer in New Glasgow, N.S., became a hero when he saved a drowning man recently. The latter while swimming went to the bottom. Mr. Murray followed and after several attempts brought him up and with other assistance put the breath of life in him once more.

Ontario.

The Stewart Fruit Co., Ottawa, have removed to Montreal.

H. S. Robeson, grocer, Elgin, Ont., has sold to H. S. Smith.

Jno. R. Armitage, general merchant, Lucan, Ont., has sold out.

Sturdy & Co., grocers, Goderich, Ont., has sold his business.

H. F. Conlin, Delton, Ont., general merchant, is succeeded by J. B. Conlin.

W. H. Wilbur, general merchant, Delhi, Ont., is succeeded by D. W. Wilbur.

Armstrong Bros., grocers, flour and feed, Fergus, Ont., have sold to W. J. Foote.

J. A. Lemon & Bros., grocer, etc., Colborne, Ont., sustained loss by fire recently.

Ritchie Bros., general merchants, Orangeville, Ont., sustained loss by fire recently.

John McCallum, McCallum Bros., grocers, Wallaceburg, Ont., was married last week.

F. Giles, grocer, College street, Toronto, is on a holiday trip to places around the Soo.

D. W. Clark, Avenue Road, grocer, Toronto, is having a couple of weeks' holiday in Muskoka.

H. B. Platman, representing the Star Egg Carrier & Tray Mfg. Co., Rochester, N.Y., is in Toronto in connection with the business of his firm.

Western Canada.

Alfred Watts, of A. Watts & Co., wholesale grocers, Brantford, Ont., died last Saturday. Mr. Watts was for many years in the milling business in that city.

T. H. G. Denne, sales manager and grain buyer, Quaker Oats Co., Peterboro, Ont., is in Western Canada on his wedding trip and at the same time is looking over Western crop and grain situation.

Preparations are being made in Regina, Sask., for the new Sherwood department store which will open in the autumn. Apart from furnishings and interior equipment the cost of the new building will be about $350,000.

It is pointed out by the Canadian Credit Men's Association that at the last session of the Manitoba Legislature an Amendment to the Manitoba Joint Stock Companies Act was passed, to take effect as from the 1st of June last. This amendment makes it compulsory for all joint stock companies to have the word "limited" or "Ltd." placed after their names on all of their stationery and literature as well as on the signs on their places of business.

It is stated in a report from Ottawa that unless action is taken by the present session of the United States Congress to ratify the treaty entered into some years ago between Canada and the United States in reference to the fisheries in international waters, it is altogether likely that Canada will withdraw from it. A couple of months ago when in Washington, Hon. J. D. Hazen urged upon President Wilson the desirability of the United States passing legislation to ratify the treaty as was done by the Canadian parliament a few years ago. Although the present session of Congress was called primarily to deal with the tariff it is hoped that legislation to ratify the treaty may be passed.

Some 700 travelers and friends in Edmonton, Alta., attended the U.C.T. picnic last week to Birch Lake, and had a jolly time. Although it looked like rain, more or less all day, none fell until six o'clock, when the picnickers had all been safely housed in the train for the return journey. The events for U.C.T. men and results were as follows:—100 yards dash—E. F. Burgess, Geo. Jamieson, Ches. Banford. 100 yards for officers only—Ches. Banford, C. A. Little, George Cairns. Running jump—George Jamieson, F. E. Johnson, E. F. Burgess. Three-legged race—Banford and Morgan, Little and Cairns, Burgess and Willoughby. U.C.T. Committee Events.—100 yards—Williamson, Ches. Banford, Cairns. 100 yards, managers only—J. J. Johnston, H. W. Morgan, Chas. Collins. Hop, step and jump, U.C.T., open—G. Jamieson, Charles Banford, J. J. Johnson.

DEATH OF H. W. THORPE.

Well Known Toronto Fruit Man Passes Away After Short Illness.

One of the most familiar figures in the fruit business of Toronto passed away last week in the person of H. W. Thorpe, for thirty-seven years general manager of McWilliam and Everist, fruit commission merchants. Death followed an operation at the General Hospital.

The late Mr. Thorpe came to Canada from London, Eng., in 1871, at the age of 20. For some years he conducted a fruit store on Queen St. West, and attracted the attention of Frank Everist, who at that time was engaged in a jobbing business in Toronto near the Yonge Street dock. Mr. Thorpe used to assist Mr. Everist in the noon hour and when the latter entered partnership with Mr. McWilliam was taken over as a regular employe to the new quarters at 17 Francis Street. So readily did he adapt himself and so quickly were his sterling qualities recognized that in five years he became general manager of the business.

In those early days of the fruit business there were only two commission firms in Toronto where now there are over a dozen. Many of the farmers deal directly with the retailers, and no fruit growers associations had been formed. In some districts a representative would be sent over to superintend the sale of the fruit.

A year or two after Mr. Thorpe had become general manager and the firm moved into their present location on Church Street.

A member of the firm spoke in the highest terms of the late manager, and in fruit circles generally his death was deeply regretted. Indeed few remained in their usual places when the hour for the funeral service drew near.

A widow, three sons and one daughter survive.

Every Grade of Sugar Advances 10 Cents

Surprise to Many Handed Out by the Refiners—Claim it is Due to Similar Rise in Raw Beet and American Granulated—Cream of Tartar Up 2 Cents, With Cloves and White Pepper Firmer.

MARKETS IN BRIEF

QUEBEC.

PRODUCE AND PROVISIONS—
- Butter declined 1 cent all round.
- Active export demand for cheese.
- Meats hold firm in sympathy with raw product.

FISH AND OYSTERS—
- Doree and Gaspe salmon each advance 2 cents.
- Whitefish, carp, and lobster up 1 cent all round.
- Sword fish make an appearance.
- Scotch and Dutch pickled herrings likely to be higher than last season.

FLOUR AND CEREALS—
- Rolled oats advance 5c per barrel.
- Cornmeal moves up 20c per barrel.
- Flour continues to hold firm.
- Millers still predict advance in mill feeds.

FRUIT AND VEGETABLES—
- Big decline in tomatoes as result of Ontario outdoor grown appearing.
- Ontario fruits increasing daily in number.
- Prices firmly maintained on California stock.

GENERAL GROCERIES—
- Sugar advances 10 cents per cwt.
- Lima beans up to ½ cent.
- Canary seed steadily advancing.
- Cream of tartar moves up 2c per lb.
- Coffees now on fairly firm basis.

ONTARIO.

PRODUCE AND PROVISIONS—
- Compound lard up ¼ cent making one cent in three weeks.
- Slight reaction in hogs.
- Eggs slightly firmer on trading, not speculative market.

FISH AND OYSTERS—
- Pickerel and pike scarce and advance 2 and 1 cents respectively.
- Halibut, whitefish and trout very plentiful and trade extra good.
- Lobsters off the market owing to heat.

FRUIT AND VEGETABLES—
- Slump in tomatoes owing to heavy supply, down to 50 cents a basket.
- Canadian plums very plentiful.
- Lawtonberries dropped to 10 and 11 cents.
- Slight drop in potatoes. Home growns now hold market.

FLOUR AND CEREALS—
- Rolled oats up 15 cents a barrel.
- Cornmeal advances 10 cents a bag.
- Mill feeds firm with tendency to advance.

GENERAL—
- Sugar advances 10 cents per 100 lbs.
- Cream of tartar up 2 cents.
- Cloves and white peppers firmer.
- Alarming reports of general strike of salmon employes may keep prices up.

QUEBEC MARKETS.

Montreal, Aug. 5—Though dullness still prevails in a number of lines, there is no cause for complaint on the part of any of the wholesalers. Prospects for future are bright, and present slackness no more marked than is usual at this season. Sugar is moving out in large quantities, and now that it has decided to take a jump, booking of orders has again begun on a more elaborate basis.

SUGAR.—On Tuesday sugar took an advance of 10 cents per cwt. all round which puts it up to a $4.40 basis. This is following directly on the greater strength both of raws and refined in New York and also on the markedly heavy demand for refined for all points.

Cuban dealers now have matters pretty much in their own hands. Stocks have been reduced to such a point that storage facilities are now quite ample. Being strong financially, dealers in that quarter can now afford to hold, knowing that the United States have got to take their product as, owing to the preference of 20 per cent. given by the U. S. to Cuba, no cheaper supplies are available.

Raws in New York moved up another 5c on Tuesday for spot, and remain quite firm at new level.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	4 40
20 lb. bags	4 50
2 and 5 lb. cartons	4 70
Second grade, in 100 lb. bags	4 25
Extra Ground Sugars—	
Barrels	4 80
50 lb. boxes	5 00
20 lb. boxes	5 20
Powdered Sugars—	
Barrels	4 60
50 lb. boxes	4 80
25 lb. boxes	5 00
Paris Lumps—	
100 lb. boxes	5 15
50 lb. boxes	5 35
25 lb. boxes	5 45
Crystal Diamonds—	
Barrels	5 20
100 lb. boxes	5 35
50 lb. boxes	5 45
5 lb. cartons	6 30
Crystal Dominoes, cartons	7 10
Yellow Sugars—	
No. 3	4 45
No. 2	4 45
No. 1	4 05

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

MOLASSES.—No advices have been received during past week from producing centres as to changes in market, so that situation holds as week ago. Market is firm with a shortage in crop, and with molasses having come in upon a bare market. Also retailers have been withholding buying, so that dealers anticipate a heavy demand in fall and with it a stronger feeling in market.

Barbados Molasses— Prices for Island of Montreal.	Extra	Fancy.	Fancy.	Choice
Puncheons		.44	.41	.39
Barrels		.47	.44	.42
Half Barrels		.49	.46	.44

For outside territories prices range about 2 cents lower per gallon than for delivery, Island of Montreal.

Carload lots of 20 puncheons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb. .03¼; ½ bbls. .03½; ¼ bbls. .03¾	
Pails, 38½ lbs. 1.75; 25 lbs.	1.25
Cases of 2 doz. 2-lb. tins, per case	2 40
Cases of 1 doz. 5-lb. tins, per case	2 75
Cases of ½ doz. 10-lb. tins, per case	2 65
Cases of ¼ doz. 20 lb. tins, per case	2 60
Maple Syrups—	
Pure, per 8½ lb. tin	0.75
Pure, in 15 gal. kegs, 8c. per lb., or per gal	1.00
Maple Sugar, pure, per lb.	0 10 0 11

DRIED FRUITS.—A general firmer feeling is being noted on primary sources in all California fruits, but particularly in prunes and raisins. Apricots are firm on old crop on spot, and for new crop higher price is being demanded. Peaches also are moving upward.

Locally market has shown no change as yet on these fruits.

Opening prices received by one dealer this week on Valencia raisins show a considerably lower level than last year.

EVAPORATED FRUITS.		Per lb.
Apples, 50-lb. boxes	0 08	0 11
Nectarines, choice	....	0 11
Peaches, choice	....	0 09¾
Pears, choice	....	0 12½
DRIED FRUITS.		
Candied Peels—		
Citron	....	0 17
Lemon	....	0 11
Orange	....	0 12
Currants—		
Amalias, loose	....	0 07
Amalias, 1-lb. pkgs.	0 07½	0 08½
Filiatras, fine, loose	0 06½	0 07
Dates—		
Dromedary, package stock, per pkg..	....	0 10
Fards, choicest	....	0 11
Hallowee, loose	....	0 05
Hallowee, 1-lb. pkgs.	....	0 06½
Figs—		
Finest, 6 crown, about 12 pounds....	....	0 15
Same fruit, 5 and 4 crown, 1 and 2 cents less.		
Prunes—		
40 to 50, in 25-lb. boxes	....	0 13
50 to 60, in 25-lb. boxes	....	0 12
60 to 70, in 25-lb. boxes	....	0 11
70 to 80, in 25-lb. boxes	....	0 07½
80 to 90, in 25-lb. boxes	....	0 07
Raisins—		
Malaga table, box of 22 lbs., according to quality	2 50	5 25
Muscatels, loose, 3 crown, lb.	....	0 06½
Sultana, loose	....	0 10
Sultana, 1 lb. pkgs.	....	0 11
Valencias, old stock	....	0 04
Seeded, fancy	....	0 08½
Seeded, choice	....	0 08

Prices quoted on all lines of fruits liable to be shaded for quantities, according to the state of the market.

TEA.—In Japan teas there has been considerable activity during week in new crop which is rapidly arriving. The home market still contiues firm and one large importer advises that consignments are being sold prior to arrival at satisfactory prices. Quality and appearance is reported excellent.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 18	0 25
Common	0 15	0 18
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
Garden grown	0 75	1 00
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Spanish No. 1	....	0 12½
Virginia No. 1	....	0 13½
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey, gunpowder, pinhead	0 30	0 50

COFFEE.—Still a feeling of weakness prevails in cheaper coffees, with nothing going on which would tend to boost market. Dealers look for no material reduction. Coffees they claim are low enough now, and with all appearances for a new crop not of great, but only average proportions, there appears little chance for a reduction. The weakness they claim is due simply to a falling back

of the market into its natural condition, and that now it has about reached that state. On primary markets coffee has been advancing again during past two weeks.

Coffee, Roasted—	Per lb.	
Jamaica	0 21½	0 23½
Java	0 29	0 33
Maracaibo	0 21	0 23
Mexican	0 25	0 28
Mocha	0 28	0 29
Rio	0 19½	0 21½
Santos	0 20½	0 23

SPICES.—Canary seed is steadily advancing. Last week it went up 1c straight, and continues on the upward move. As this seed is gathered largely in the Balkans higher prices may be anticipated.

Cream of tartar too is scarce and advancing. One firm has put their prices up 2c straight, this week. Peppers also are firm and liable to move upwards as a result of scarcity.

Spices—	Per lb.	
Allspice, ground	0 13	0 15
Allspice, whole	0 08	0 10
Cinnamon, whole	0 18	0 20
Cinnamon, ground	0 18	0 20
Cinnamon, Batavia	0 25	0 30
Cloves, whole	....	0 25
Cloves, ground	0 30	0 33
Cream of tartar	0 25	0 30
Ginger, Cochin	0 18	0 21
Ginger, Jamaica	0 22	0 25
Ginger, Jamaica, whole	0 17	0 20
Mace	....	0 75
Nutmegs, brown, 64s, 50c; 80s, 40c; 100s	....	0 35
Nutmegs, ground, pure, 1 lb. tins, 70c; bulk	....	0 60
Peppers, black, grown	0 17	0 20
Peppers, black, whole	0 18	0 20
Peppers, white, ground	0 27	0 30
Peppers, white, whole	0 26	0 28
Seeds—	**Per lb.**	
Canary	0 10	0 12
Caraway	0 09	0 10
Cardamon	1 25	1 50
Celery	0 40	0 50
Hemp	0 05	0 05½
Rape	0 07	0 07½

RICE AND TAPIOCA.—Prices continue unchanged as follows:—

NUTS.—No further advance has been made in nuts this week, but all varieties remain excedingly firm owing to crop shortage.

In shell—	Per lb.	
Almonds	....	0 17
Brazils	0 20	0 21
Filberts	0 13	0 14
Peanuts, American, according to qual.	0 08¾	0 11¾
Peanuts, French	....	0 09
Pecans, polished, large	0 18	0 19
Walnuts, marbots	0 14	0 15
Shelled—		
Almonds, Tarragona, soft	0 15½	0 17½
Almonds	0 33	0 34
Almonds, Valencia	0 37½	0 39
Peanuts	0 08	0 09
Walnuts, new	0 29	0 30

BEANS.—Market is rather firmer owing to reports received to effect that new crop is again away below average. Prices so far are unchanged, but dealers are hoping for better prices shortly. Dry lima beans this week have moved up ½ cent to from 7 to 7½c per lb.

Beans—	Per bushel.	
Austrian, H. P.	....	2 50
Canadian, prime	1 80	1 90
Canadian, extra H.P.	2 00	2 10
Yellow eyes	....	3 25
Brown	....	2 75
Peas, Canadian, per bus.	....	2 60

ONTARIO.

Toronto, August 6.—In spite of the absence of the persuasive "drummers" from most of their haunts, wholesalers report business fairly good. The main theme of the last two days has been the general advance of 10 cents in sugar, equaling about 34 cents per bbl.

SUGAR.—The few who were talking increase do not appear to have acted upon their own advice, as nearly every house was lightly stocked. To the most the circulars of the refineries came a little unexpectedly. It is said that in some quarters in an attempt to bear the market a report was circulated of a probable drop instead of advance. The Canadian Grocer, in a note last week, remarked, however: "Some expect an increase, as the present rates, it is said, are conceded to be below the cost of production."

The announcement followed four decreases since the first of the year, and was made on Monday, so that few were aware of it here until Tuesday.

A sugar broker defends the advance on the grounds that raw sugar, beet sugar and the American market were warrants for it. A cable from London announces the advance of beet sugar from 9s 0¾d to 9s 3¾d. In New York Cuba raws went up from $3.61 to $3.73.

A wire from that city this morning to a local broker reads:—"Big demand for granulated all over, and now market is very strong. There is an upward tendency after all these advances."

"We had heard two or three times before that sugar was going to advance, and, as the prophecies failed, we were scared off, like the old cry of "Wolf! and were not prepared," was the statement of a wholesaler.

The new prices, 10 cents ahead of Montreal, are as follows:—

Extra Granulated Sugars	Per 100 lbs
100 lb. bags	4 50
20 lb. bags	4 60
2 and 5 lb. cartons	4 80
Second grade, in 100 lb. bags	4 35
Extra Ground Sugars	
Barrels	4 90
50 lb. boxes	5 10
25 lb. boxes	5 30
Powdered Sugars—	
Barrels	4 70
50 lb. boxes	4 90
25 lb. boxes	5 10
Paris Lumps—	
100 lb. boxes	5 25
50 lb. boxes	5 35
25 lb. boxes	5 45
Crystal Diamonds—	
Barrels	5 30
100 lb. boxes	5 45
50 lb. boxes	5 55
5 lb. cartons	6 40
Crystal Dominoes, cartons	7 20
Yellow Sugars—	
No. 3	4 55
No. 2	4 45
No. 1	4 15

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

MOLASSES AND SYRUP.—Prices rule unchanged over last week.

Syrups—	Per case.	
2 lb. tins, 2 doz. in case		2 40
5 lb. tins, 1 doz. in case		2 75
10 lb. tins, ½ doz. in case		2 65
20 lb. tins, ¼ doz. in case		2 60
Barrels, per lb.		0 03¼
Half barrels, lb.		0 03½
Quarter barrels lb.		0 03¾
Pails, 38½ lbs. each		1 75
Pails, 25 lbs. each		1 25
Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50
Maple Syrup—Compound—		
Gallons, 6 to case		4 80
½ gals., 12 to case		5 40
¼ gals., 24 to case	4 80	5 40
Pints, 24 to case	2 70	3 00
Maple Syrup—Pure—		
5 gallon cans, 1 to case	....	1 25
Gallons, 6 to case	6 60	8 00
½ gallons, 12 to case		7 25
Quarts, 24 to case	7 25	8 40
Pints, 24 to case	....	4 70
Maple Sugar—		
Pure, per lb.	0 14	0 15
Maple Cream Sugar—		
24 twin bars	....	1 80
40 and 48 twin bars	....	3 00
Maple butter, lb. tins, dozen	....	1 90

NUTS.—There are no further increases this week after the advance in Brazils, almonds and walnuts one week ago, but all three continue firm.

In shell—	Per lb.	
Almonds, Formigetta	0 15	0 16
Almonds, Tarragona	....	0 17
Brazils	....	0 15
Filberts, Sicily	....	0 12½
Filberts, Barcelona	....	0 09½
Peanuts, green, per lb.	0 10	0 10½
Peanuts, roasted	0 12	0 14
Pecans	0 18	0 20
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Grenoble	0 16	0 16½
Walnuts, Marbots	0 14	0 15
Walnuts, Cornes	0 13	0 14
Shelled—		
Almonds	....	0 40
Filberts	....	0 27
Peanuts	0 09	0 10
Pecans	....	0 75
Walnuts	0 34	0 35

SPICES.—A straight advance of 2 cents in cream of tartar is the most noticeable feature this week, but as this product has comparatively a small sale except for chemical purposes, the change does not create much comment.

The rise is due to the half failure of the grape crops in France owing to mildew. It may not be known generally that cream of tartar is manufactured from the sediment in the bottom of the vats after the liquid has been poured off. After being refined, it is known as "Argols," and a further refining process of these results in cream of tartar crystals. It is a curious fact that California, Spanish and Italian grapes, through their sweetness, fail to produce cream of tartar, and the price seems likely to go still higher.

White peppers and cloves have advanced slightly, though not quotably, and shredded cocoanut is up to 18 cents.

	5 and 10 lb. Tins.	¼ lb. pkgs. doz.	¼ lb. tins. doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 95	..—1 08
Cream tartar	..—32	.....	.....
Curry powder	..—35	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	19—22	67—0 75	80—0 90
Peppers, white	27—29	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Cardamon seed, per lb., in bulk	2 25	1 80
Cinnamon, Ceylon, per lb.	....	0 50
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 60	0 70
Shredded cocoanut, in pails	0 18	0 20

RICE AND TAPIOCA.—The market shows no changes beyond the drop of half a cent in medium and seed pearl last week.

Rangoon, per lb.	[illegible]	[illegible]
Rangoon, fancy, per lb.	....	0 05½
Patna, per lb.	0 05½	0 06½
Japan, per lb.	0 05½	0 08
Java, per lb.	0 06½	0 07
Carolina, per lb.	0 08	0 10
Sago—		
Brown, per lb.	[illegible]	[illegible]
White, per lb.	....	0 05½
Tapioca—		
Bullet, double goat	[illegible]	0 09½
Medium pearl	[illegible]	0 05½
Seed pearl	....	0 05½
Flake	....	0 09½

COFFEES.—The same tendency remains in the coffee market as for the past two weeks, an easier feeling in

Rios and Santos and the better grades standing firm. Prices are not changed.

Coffee, Roasted—		
Bogotas	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 35
Maricaibo	0 25	0 26
Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 18	0 20
Santos	0 21	0 23
Chicory, per lb.	0 10	0 12

TEA.—The market remains steady, with a tendency to go higher owing to damages to new crops already noted.

DRIED FRUITS.—The new stock of Valencias, true to advance reports, have started on the toboggan, and are 1½ cents lower this week. Other prices remain the same.

Apples, evaporated, per lb.	0 07½	0 08
Apricots—		
Standard, 25-lb. boxes	0 15	0 17
Choice, 25-lb. boxes	0 17	0 19
Fancy	0 20	0 22
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Currants—		
Filiatras, per lb.	....	0 07
Amalas, choicest, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Vostizzas, choice	....	0 10
Vostizzas, shade dried,	0 10½	0 11
Cleaned, ¼ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½
Figs—		
Natural figs, in bags, lb.	0 05	0 07
Comadre figs, in taps, per lb.	0 04	0 04½
Eleme figs, in boxes, according to size, lb.	0 10	0 15
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 09	0 10
Choice, 50-lb. boxes	0 8¾	0 09
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 12½	0 13¼
40 to 50, in 25-lb. boxes, faced	....	0 11¼
50 to 60, in 25-lb. boxes, faced	....	0 09
60 to 70, in 25-lb. boxes, faced	....	0 07½
70 to 80, in 25-lb. boxes, faced	....	0 07
80 to 90, in 25-lb. boxes, faced	....	0 06½
90 to 100, in 25-lb. boxes, faced	....	0 06
Same fruit in 50-lb. boxes, unfaced, ½c less.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, old stock	0 08	0 08½
Seeded, fancy, 1 lb. packets	....	0 09
Seeded, choice, 1 lb. packets	0 08	0 08

BEANS.—Hand-picked Canadian are scarce, and bring $2.25. Prime beans are of poor quality, selling at $1.90.

CANNED GOODS.

Toronto, Aug. 6.—With the canned goods prices one week old and no changes announced in the first list, interest has been shifted to the unique situation in British Columbia where not only the salmon fishermen but those employed in the canneries have gone out on strike along the Fraser River. Fully 5,000, it is said, are involved and unless a settlement is reached in a few days the catch will be greatly reduced. Finding the gulf and river mouth swarming with fish, and mindful of the promised reaction in price, the canners announced a cut, which for sockeyes amounted to 10 cents on the 25 cents rate of last year. The Japanese offered a compromise at 20 cents but they were unsupported, and they, and the whites and Indians all went out. There were a few Greeks remained on the job but these met with opposition and were set upon and their catch overturned. The strikers also called out the women in the canneries and the whole industry is at a standstill. As the season closes the first week in September the outlook is rather serious.

A Toronto representative of a British Columbia packer assured Canadian Grocer Wednesday afternoon that he expected some agreement would be reached within forty-eight hours, by which the fishermen would return to work.

VEGETABLES.

	Group	A, per doz.
2's Asparagus Tips	....	2 27½
2's Asparagus Butts	....	1 42½
2's Beets, Sliced, Blood Red, Simcoe	....	0 97½
2's Beets, whole, Blood Red, Simcoe	....	0 97½
2's Beets, Whole, Blood Red, Rosebud	....	1 27½
3's Beets, Sliced, Blood Red, Simcoe	....	1 32½
3's Beets, Whole, Blood Red, Simcoe	....	1 37½
3's Beets, Whole, Blood Red, Rosebud	....	1 52½
3's Cabbage	....	0 97½
2's Carrots	....	0 97½
3's Carrots	....	1 27½
2's Peas, Standard, sieve 4	....	0 82½
2's Peas, Early Junes, sieve 3	....	0 85
2's Peas, Sweet Wrinkles, sieve 2	....	0 87½
2's Peas, Extra Fine Sifted, sieve 1	....	1 27½
Gals. Peas, Standards	....	4 02½
Gal. Peas, Early Junes	....	4 12½
Gal. Peas, Sweet Wrinkles	....	4 27½
2's Spinach	....	1 27½
3's Spinach	....	1 77½
Gals. Spinach	....	5 30

(Group B is 2½c. doz less in each case.)

FRUITS.

2's Black Cherries, pitted H.S.	....	1 92½
2's Black Cherries, not pitted H. S.	....	1 52½
2's Red, Ptd, Cherries, H.S.	....	1 92½
2's Not ptd., Red Cherries, H.S.	....	1 52½
Gals., Ptd., Cherries	....	8 52½
Gals. Not Ptd, Cherries	....	8 02½
2's Cherries, White Ptd., H.S.	....	1 92½
2's Cherries, White, Not Ptd., H.S.	....	1 52½
2's Black Currants, H.S.	....	1 92½
2's Preserved, Black Currants	....	2 27½
Gals. Black Currants, Standard	....	5 27½
Gals. Black Currants, Solid Pack	....	8 27½
2's Red Currants, H.S.	....	1 92½
2's Red Preserved Currants	....	2 27½
Gal. Red Currants, Standard	....	5 27½
Gals. Red Currants, solid pack	....	8 27½
2's Gooseberries, H.S.	....	1 77½
2's Gooseberries, Preserved	....	2 02½
Gals. Gooseberries, Standard	....	7 02½
Gals. Gooseberries, solid pack	....	8 77½
2's Pineapple, sliced, H.S. White Bahama	....	1 92½
2's Pineapple, grated, H.S. White Bahama	....	1 47½
2's Pineapple, whole, H.S., White Bahama	....	1 92½
3's Pineapple, whole, H.S. White Bahama	....	2 47½
2's Rhubarb, Preserved	....	1 52½
3's Rhubarb, Preserved	....	2 27½
Gals. Rhubarb Standard	....	3 52½
2's Strawberries, H.S.	....	1 92½
2's Strawberries, Preserved	....	2 27½
Gals. Strawberries, standard	....	7 52½
Gals. Strawberries, solid pack	....	9 77½

(Group B is 2½c doz. less in each case.)

MANITOBA MARKETS.

POINTERS:—

Sugar—10c advance.

Winnipeg, Aug. 6.—Every day of warmth and sunshine brings the West nearer to the consummation of its hopes and as day after day the prospects improve, confidence in the business situation increases. Harvest time is now drawing close, and there has so far been no serious mishap to the growing crops. Business men in general are confident of an active fall. If there is anything to fear it is that the extreme conservatism of the past six months may be followed by a spell of overactive buying. It should be borne in mind that it must be yet a considerable time before money realized from the crops will be in circulation.

There is a good demand for all staple lines of groceries, and the volume of business is steadily increasing.

SUGAR.—The recent firmness observed in this market has at last developed into an advance of 10 cents. Demand is strong in view of the preserving season. Then there is always an increase in consumption during harvest and threshing time.

Extra standard granulated, per bbl.	5 05
Montreal yellow, per bbl.	4 65
B.C. yellow, per barrel	4 65
Icing sugar, per barrel	5 65
Powdered, per barrel	5 45
Lumps, hard, per barrel	5 75

Sugar in sacks, 5 cents less.

SYRUPS.—Syrup prices are steady, but with a raise of 10 cents per bushel in the prices of corn during the past week and the very serious outlook of the corn crop points to high-priced syrups and all other corn products.

Corn Syrups—		
2 lb. tins, per case	....	2 28
8 lb. tins, per case	....	2 63
10 lb. tins, per case	....	2 51
20 lb. tins, per case	....	2 62
Barrels, per 100 lbs.	....	3 82
Molasses, New Orleans, gal.	0 33	0 35
Molasses, Barbados, gal.	0 45	0 50
Maple syrup, quarts, per case	....	6 20
Maple syrup, ½ gals.	....	5 85

DRIED FRUITS.—Loose Muscatel raisins and California seeded are higher to the extent of ¼ cent. Other lines of dried fruits are steady, with business not particularly active, as is usual at this time of the year.

	Per lb.	
Prunes—		
Prunes, 80 to 90, 25 lbs.	....	0 06
Prunes, 90 to 100, 25 lbs.	....	0 05¼
Prunes, 70 to 80, 25 lbs.	....	0 06½
Prunes, 60 to 70, 25 lbs.	....	0 07½
Prunes, 50 to 60, 25 lbs.	....	0 08¼
Prunes, 40 to 50, 25 lbs.	....	0 10¼
Apricots—		
Choice	....	0 15½
Standard	....	0 13½
Slab	....	0 11½
Nectarines	....	0 11½
Cooking Figs—		
Choice boxes	....	0 06¼
Half boxes	....	0 06½
Half bags	....	0 05¼
Valencia Raisins—		
Fine, f.o.s., 28s, s.p., per box	....	2 75
Fine, selected, 28s, s.p., per box	....	2 70
4-crown layers, 22s, s.p., per box	....	2 65
4-crown layers, 17s, s.p., per box	....	1 35
4-crown layers, 17s, s.p., per box	....	0 75
Ne plus ultra, 82s, s.p., per box	....	2 20
Sultanas—		
California	....	0 09¾
Smyrnas	0 14	0 14
Currants—		
Dry clean, per lb.	....	0 07½
Washed, per lb.	....	0 07¾
1-lb. package	....	0 08¾
2-lb. package	....	0 17¾

COFFEES AND TEAS. — Lower grades of coffee are said to be easier in the Eastern market, but New York reports on futures are decidedly bullish this week. Teas are steady.

Coffee—		
Green Rio, No. 5	....	0 14¾
Roasted Rio	....	0 20
Green Santos	....	0 15¾
Roasted Santos	....	0 22
Chicory	....	0 11¼
Teas—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japans, May picking	0 35	0 50
Japans, choice	0 35	0 45

NUTS.—No further advances recorded. Trade is quiet, but up to average of past seasons.

Brazil	0 18	0 19
Tarragona almonds	....	0 16¼
Peanuts, roasted, Jumbos	....	0 13
Peanuts, choice	....	0 11
Pecans	....	0 22
Marbot walnuts	....	0 13½
Grenoble walnuts	....	0 16
Sicily filberts	....	0 11½
Shelled almonds	....	0 38
Shelled walnuts	....	0 31

BEANS.—Trade in white beans and allied lines is normal, with prices unchanged.

Beans—		
Hand picked	....	2 35
3 lb. picker	....	1 95
Peas—		
Split peas, sack, 98 lbs.	....	3 85
Whole peas, bushel	2 75	2 85
Barley—		
Pot barley, per sack 98 lbs.	....	4 75
Pearl barley, per sack 98 lbs.	....	3 65

NEW BRUNSWICK MARKETS.

By Wire.

St. John, N.B., August 6.—Sugar market indicated a change following rise in New York stocks some time ago, and now the change has taken place here. All grades went up 10 cents Monday. Dealers seem to think it will stay about this rate for a time. The market otherwise is fairly quiet, business keeping about same. Collections are somewhat light.

Yellow eye beans are higher. Beef and pork are firm. New prices on canned goods are out, and canned peas are much easier.

Bacon, roll	0 16	0 16½
Bacon, breakfast	0 20	0 22
Beans, Austrian, bushel	**2 30**	**2 65**
Beans, yellow eye, bushel	2 75	3 80
Butter, dairy, per lb.	0 24	0 25
Butter, creamery, per lb.	0 25	0 27
Buckwheat, W., grey, bag	**2 75**	**2 85**
Cheese, new, lb.	0 13¾	0 14
Currants, 1's, lb.	**0 07¾**	**0 08**
Canned Goods—		
Beans, baked	**1 30**	**1 35**
Beans, string	**1 02½**	**1 05**
Corn, doz.	....	0 97½
Peas, No. 4	0 85	0 90
Peas, No. 3	0 87½	0 90
Peas, No. 2	0 90	0 95
Peas, No. 1	1 30	1 35
Peaches, 2's, doz	**1 55**	**1 60**
Peaches, 3's, doz.	**2 35**	**2 40**
Raspberries, doz.	1 99½	2 00
Strawberries	1 97½	2 00
Tomatoes	**1 65**	**1 70**
Cornmeal, gran.	....	4 85
Cornmeal, bags	....	1 55
Cornmeal, bbls.	....	3 20
Eggs, henney	0 24	0 26
Flour, Manitoba	....	6 45
Flour, Ontario	....	5 95
Lard, compound, lb.	....	0 11¾
Lard, pure, lb.	**0 15¾**	**0 16**
Lemons, Messina, per box	**3 50**	**4 00**
Molasses, Barbados, fancy	**0 38**	**0 39**
Oatmeal, rolled	....	5 25
Oatmeal, std.	....	5 80
Pork, domestic mess	....	29 00
Backs, American clear, bbl.	....	27 00
Potatoes, barrel	....	1 40
Raisins, California, seeded	0 08	0 09
Rice, per cwt.	3 60	3 70
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	....	4 60
United Empire	....	4 50
Bright yellow	....	4 40
No. 1 yellow	....	4 10
Paris lumps	....	5 60

ANIMAL MATTER IN THE FIGS.

Food Inspector Had Some Analyzed And $50 Fine Resulted.

Toronto, Aug. 7.—Under the Adulteration Act any food which contains wholly or in part any diseased, decomposed or putrid substance, whether manufactured or not, is unsaleable. Last week a local confectioner, upon information laid by Food Inspector H. J. Dager, was fined $50 and costs for breaking the law in this regard. Mr. Dager bought a box at 50 cents and had them analyzed. The analysis of a Government analyst showed the figs to contain dead worms, mites and beetles, as well as putrid vegetable matter. Some of the figs were in a powdery and decomposed condition.

"I don't think he meant to sell these figs," remarked Magistrate Denison, "but he had no business to have them in his place. The fine will, therefore, be light—fifty dollars and costs."

An appeal may be entered on the ground that the sale was forced by the inspector.

TWENTY YEARS AGO IN THE GROCERY TRADE

The following items are from Canadian Grocer of Aug. 11, 1893:—

"Fraser, Viger & Co., Montreal, are going to move from their present premises on St. James St., down to the premises at present occupied by Walker, the jeweler, near Victoria Square. The move will be made in May next, and Mr. Fraser says that the cellars in his new premises will give him the largest space of any 'Italian warehouse' in the country."

Editorial Note.—The new location referred to above is still the place of business of Fraser, Viger & Co. Since that date their trade has grown to such an extent that they have opened a branch store in "The Annex," on Laurier Ave. It is also their intention to increase their store space in St. James St. within the next year, by taking in one of the adjoining stores.

The cellars above referred to are a series of vaults dating away back to the time when Montreal was a walled city. With them is connected much history. Many buildings have since been erected over these vaults which now extend out under St. James street, and run beneath adjoining stores to the west. Though rather low, and with old-fashioned curved roofs they prove themselves most acceptable storehouses for the large stock handled by this firm.

* * *

"The Nova Scotia, Halifax and Moncton sugar refineries have at last amalgamated. This was decided at a meeting held in Moncton, N.B. last week. John F. Stairs is president, T. E. Kenny, Wily Smith, James Thompson, J. L. Harris and J. A. Humphrey (Moncton), and Messrs. Gills, Brand and Cox (Scotland), are the directors. The head office of the company will be in Halifax. T. M. Cutler will be secretary."

Editorial Note.— The Acadia Sugar Refining Co. is therefore another of the many firms that were in business 20 years ago and to-day.

BUSINESS BUILDING ON GOOD GOODS AND SERVICE.

(Continued from page 23.)

an article can be found without delay, even in the dark.

An ingenious utilization of space is shown in the illustration. Three rows of shelves are placed beneath the show cases. The front ones are used for goods in glasses, such as jams and pickles, and the ones nearer the rear for the smaller cereal packages.

The counters on the left side also show an improvement over the majority. Instead of the usual deep "underhang," these are brought out nearly flush with the top, and cabinets are set in, which open from the inside of the counter. These roomy boxes are filled with cereals, sugar, rice, etc., and are right to hand for the salesman.

System of Bookkeeping.

The system of bookkeeping in use in this store will be explained at length in a later issue of Canadian Grocer. Briefly, it consists in keeping each credit customer's account filled in daily, so that at the end of the month each is ready to send out—with each individual purchase entered upon it and the totals carried out day by day. These monthly account pages are filled in every morning by the bookkeeper from the loose counter checks made out the day before, and, of course, are duplicated by the use of carbon paper. The corresponding ledger item is entered at the same time.

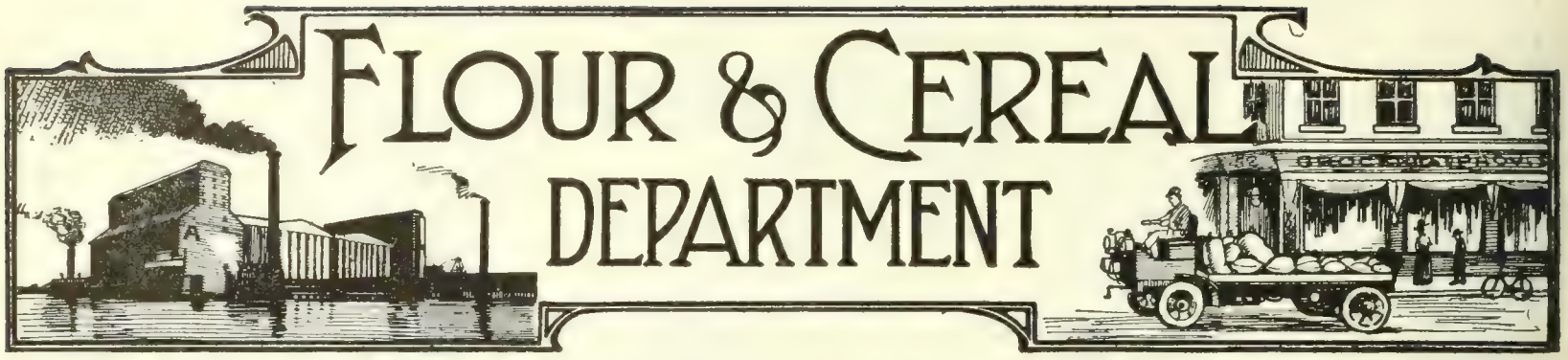
FORGETTING INQUIRIES.

"Did you ever think of this leak that is caused by not following up inquiries," asked a retail dealer recently, "that come in for goods you do not happen to have at the time?"

"I would say," he added, "that there is one of the biggest leaks of them all because you often lose good sales that otherwise would be easy to make.

"In the fruit season, for instance, we all get inquiries for fruit when we haven't any or cannot recommend what we have for preserving purposes, we say probably that we have some in stock, but it is not fresh and more will be in to-morrow. The customer may or may not ask us to send a basket in the morning; but, whether or not, it is our duty to call her up anyway. If we promised a basket then we should have a memo of it somewhere and see that it goes promptly. If we do not there is not only one sale lost, but several because that customer loses confidence in us."

To overcome this the grocer should have some kind of memo pad or follow up system to keep track of inquiries and promises.



Advance in Rolled Oats and Cornmeal

Unexpected Sharp Turn in Rolled Oats After Decline Last Week—Ten Cents Rise in Cornmeal Per Bag—Harvesting General in a Week Out West, With Favorable Prospects Continuing.

The sudden rise in rolled oats divides attention this week with the imminence of harvesting in the West. One week ago a drop of 5 cents took place simultaneously in rolled oats in Montreal and Toronto, and buying was stimulated to a large degree. Suddenly on Saturday last one firm announced a 15 cent increase per bbl., and the whole market followed suit, with the natural result that buying fell quiet again. It was certainly a "flurry in oats," but served to lighten stocks. Whether the rise is the natural result of the advance in corn is puzzling outsiders.

A slight fall of rain improved prospects in the corn belt slightly early this week, but the most optimistic estimates place the shortage in the crop at 500,000 bushels. The advance in cornmeal of 20 cents a bbl. was not as sharply defined in the Toronto market as in Montreal, but announcements made on Wednesday at noon warrant an advance in the quotations of the former market as well.

The first sample of Manitoba wheat reached Winnipeg on Tuesday and produced an enthusiastic impression. Cutting has begun in several districts in Southern Manitoba and Alberta, and within a week or ten days will be general throughout the West. The conditions continue to favor ripening, and the only problem at present is a sufficient supply of laborers.

MONTREAL.

FLOUR.—In sympathy with corn, which during the past two weeks has moved up as much as 9 cents per bushel, wheat is also stiffening. October closed Monday at 91c, an advance of 7/8c on the week, and December at 88 5/8c, an advance of 3/4 cents on the week, and both closing firm.

Reports received from the West re growing wheat crop are exceedingly encouraging. Cutting is about to begin. Wheat, however, shows how much independence it has by sinking like lead whenever corn goes down.

Locally demand for flour is particularly good for season. Prospects generally are for a steady market for some time to come.

	Car lots, in bags, per bbl.	
Manitoba Wheat Flour—		
First patents	5 60	5 75
Second patents	5 10	5 45
Strong bakers'	4 90	5 25
Flour in cotton sacks, 10 cents per barrel more.		
Winter Wheat Flour—		
Fancy patents	5 00	5 20
90 per cent.	....	5 10
Straight roller	....	4 90
Blended flour	5 00	5 40

CEREALS.—Decline announced last week in rolled oats appears to have been simply a market manipulation as within a few days of the decline the price was advanced 5 cents per barrel beyond the old mark. This price quoted to-day run at $2.27½ for 90s in jute or $4.85 per barrel. Some mills, however, refuse to make the change and still quote $2.25 on 90s as two weeks ago.

Owing to marked firmness in oat market in Winnipeg it would appear as if this advance were likely to hold.

Cornmeal also has moved up 20 cents per barrel, or 10 cents per bag, following directly on the late firmness of corn. During the past 2 weeks corn has advanced 9c per bushel owing to lack of rains, and reports of crops being in poor condition. In some parts the yield is far below average, but in others, with good rains before Aug. 15, there is a chance for a fairly good crop. Monday alone market fluctuated from 69½, Saturday's close, to 71⅛, and closed at 68½, a drop of 1 cent over Saturday's close. This whole situation soon this may be made is doubtful.

	Per 98-lb. sack	
Cornmeal—		
Kiln dried	....	2 05
Softer grades	....	1 95
Rolled Oats—	98s, in jute.	
Small lots	....	2 27½
25 bags or more	....	2 17½
Rolled oats in cotton sacks, 5 cents more.		
Oatmeal—Fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.		
Rolled wheat—	100-lb. bbls.	
Small lots	....	2 85
Hominy, per 98-lb. sack	....	2 05

MILL FEEDS.—Mill feeds still hold very firm. With heavy demand, and with wheat market holding up dealers still look for an advance, though how soon this may be made is doubtful.

Mill Feeds—	Car lots, per ton	
Bran	....	19 00
Shorts	....	21 00
Middlings	....	23 00
Wheat moulee	....	25 00
Feed flour	30 00	31 00

TORONTO.

FLOUR.—The market continues quiet as before, like a calm before a storm, awaiting the verdict in the West. Buying has been brisker in blended flour. The unusual quality of Ontario wheat may result in a lowering of flour prices. While the most of it is undelivered owing to the farmers being busy with oats, rye, etc., samples continue to uphold earlier reports that it is the best in years, and it is estimated that four bushels 20 lbs. of this year's will produce one barrel of flour, compared with 5 bushels last year.

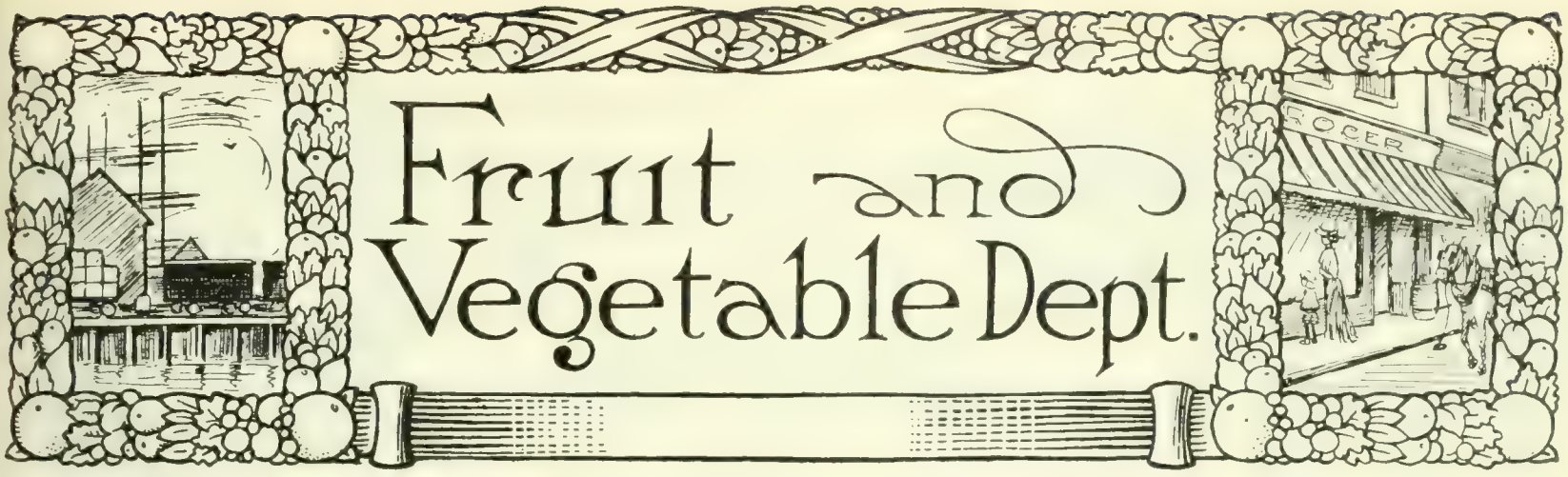
	Small lots,	in bags, per bbl.,
Manitoba Wheat Flour—		
First patent	....	5 50
Second patent	....	5 00
Strong bakers'	....	4 80
Flour in cotton sacks, 10c per bbl. more.		
Winter Wheat Flour—		
Fancy patents	5 00	5 20
90 per cent.	4 80	5 00
Straight roller	4 60	4 80
Blended flour	5 05	5 35

CEREALS.—The advance of 7½ cents a bag in rolled oats has been referred to above, as well as 10 cents a bag in cornmeal. Rolled wheat is slightly firmer also.

Cornmeal, per 96 lb. bag—		
Kiln dried, 25 bag lots	1 95	2 10
Softer grades, 25 bag lots	1 80	1 85
Rolled oats, per 90 lb. sack, in jute—		
Small lots	2 27½	2 32½
25 bags to car lots	2 17½	2 22½
Rolled oats in cotton sacks, 5 cents more.		
Oatmeal, standard and granulated, 10 per cent. over rolled oats in 90 S, in jute.		
Rolled Wheat—		
50 lb. boxes	....	1 50
100 lb. barrels, small lots	....	2 90
100 lb. barrels, 5 bbl. to car lots	....	2 80

MILL FEEDS.—Prices are rather firmer, and if anything are likely to go a shade higher.

Mill Feeds.—	car lots,	per ton.
Bran	....	19 00
Shorts	....	21 00
Middlings	21 00	23 00
Wheat Moulee	23 00	25 00



Heavy Slump This Week in Tomatoes

Rapid Ripening of Crop and Heavy Supply Dragged Market Down From $1.75 to 50 Cents, and 25 Cents Is a Possibility Next Week—Potatoes Also Down, With General Drop in Vegetables—Canadian Plums a Heavy Crop.

MONTREAL.

GREEN FRUITS—Owing to market being rather overstocked with lemons on account of dealers loading up for summer, prices have this week taken a drop to $4.25 and $4.50 per crate.

California fruits are arriving in large quantities, but so heavy is the demand for all lines that no iet up in prices has as yet been realized.

Many new lines of Ontario fruits have appeared during past week. Among others are Burbank plums, Gifford pears, harvest apples, and a few clingstone peaches and Montreal melons. The peaches have as yet only started, but better supplies are expected shortly.

CANADIAN SEASONABLE FRUITS.		
Apples, harvest, per 8 qt. bkt.	....	0 35
Blueberries, New Brunswick, per qt.	0 17	0 18
Currants, red or white, per qt.	0 08	0 10
Currants, black, per gal.	....	0 60
Cherries—		
Red, 11 qt. baskets	1 00	1 25
Red, 6 qt. baskets	0 50	0 60
Grapes, Malaga, per 25 lbs. box	....	3 00
Plums, Burbanks, 8 qt. bkt	....	0 35
Pears, Gifford, 8 qt. bkt.	....	0 50
Raspberries, black, per qt.	0 12	0 15
Raspberries, red, per qt.	0 17	0 18
CALIFORNIA SEASONABLE FRUITS.		
Cantaloupes, 45s, per crate	4 50	4 75
Peaches, Crawfords, box	2 00	2 25
Pears, Bartlet, box	3 75	4 00
Plums, Wickson and Burbanks, 4 bkt. carriers	2 25	2 50
Plums, Tragedies, 4 bkt. carriers	...	3 00
STAPLE LINES.		
Apples, Illinois, harvest, per bpr.	....	2 00
Bananas, per crate	2 00	2 50
Grapefruit, Jamaica, case	6 00	6 50
Lemons, Verdelli, new, case	4 25	4 50
Limes, Florida, box of 100	....	1 25
Oranges—		
Jamaicas, 126s to 250s	3 00	4 00
Sorrentos, 80s	....	2 50
Sorrentos, 160s	....	4 50
Sorrentos, 200s	....	5 00
Messina, 100s, half boxes	....	2 75
Messina, 80s, half boxes	....	2 50
Late Valencias	5 50	6 50
Watermelons	0 50	0 60

VEGETABLES.—Tomatoes have this week taken a great slump owing to domestic outdoor-grown product appearing on the market. Though only in moderate supply, these show fine quality, and are competing very favorably with imported product.

Potatoes are being sold at $3.50 to $3.75 per barrel but in large quantities also in bags at $1.25 to $1.50.

Domestic corn is also appearing, selling at $1.50 per sack of 10 doz. ears.

Beans, wax, per bag of 25 lbs.	0 75	1 00
Beets, new, dozen	0 30	0 35
Beans, green, per bag of 75 lbs.	0 75	1 00
Cabbage, domestic, per doz.	0 75	1 25
Cauliflower, hothouse, per dozen	1 50	2 00
Celery, domestic, dozen	..	0 50
Corn, domestic, per 10 doz. sack	..	1 50
Cucumbers, domestic, per doz.	0 40	0 50
Egg plant, box	....	3 50
Lettuce, domestic, heads, doz.	0 25	0 40
Onions—		
Egyptian, bag, of 110 lbs.	...	2 50
Spanish, per case,	....	3 00
New, green, per bunch	....	0 25
Peppers, green, per hamper	....	3 00
Peas, green, per hamper	....	1 25
Peas, domestic, per 2 bkt. bag	..	1 00
Potatoes—		
Virginia, per bbl.	....	3 50
Domestic, new, barrel	....	3 50
Radishes, per dozen	0 15	0 20
Tomatoes, New Jersey, bushel crate	1 25	1 50
Turnips, bunch of doz.	0 25	0 35
Tomatoes, can, outdoor, 11 qt. bkt.	0 60	0 75

TORONTO.

FRESH FRUITS.—For a large-sized drop in price the humble lawtonberry held the record in the fruit market on Tuesday of this week. This specimen occupies rather a unique position in that its sale cannot be forced. There are a certain number of lawtonberry buyers and a certain number of lawtonberries bought. The fluctuation is infinitesmal. So if this berry is sent in in large quantities, behold an immediate slump, and a low record price for the whole season in berries was made, in 10 to 12 cents. Raspberries came in fairly freely near the end of the week and many sales were made around 12 and 13 cents. With the season nearly over a slightly higher average prevails. Red currants for a similar reason advanced one cent. Cherries hold firm around last week's prices. Gooseberries are practically off the market, a stray basket selling for 75 cents.

There was a rush of Canadian plums and the market dropped to 35 cents for the small, to 50-60 for the large. The crop is reported to be very plentiful. Canadian peaches continue to come in freely.

The fruit market on Tuesday with the inrush of plums, apples and tomatoes was the heaviest of the year.

Apples are not as plentiful as last year, but for "good sellers" one dealer claims there are enough. Last year the supply was very heavy.

Apples, Canadian, basket	0 46	0 50
Apples, Canadian, basket,	0 30	0 65
Bananas, per bunch	1 50	2 25
Cantaloupes, California, cases	....	5 50
Currants, blk., basket	....	1 75
Cantaloupes, California, flats	....	1 85
Currants, red, per qt.	....	0 09
Cherries, Canadian, 11-qt. bkt.	0 75	1 00
Cocoanuts, per sack of 80	5 00	5 50
Lemons, Verdelli, new	5 50	6 00
Oranges, California Valencias	5 50	6 25
Limes, per box of 100	....	[illegible]
Peaches, California, box of 8-10 dozen	1 50	1 75
Peaches, Canadian, small bkt.	0 40	0 50
Peaches, Canadian, large bkt.	0 75	0 90
Pears, California, boxes Bartletts	3 25	3 50
Pears, Canadian, 6 qt.	0 30	0 40
Pears, Canadian, 11 qt.	0 40	0 75
Plums, California,	1 75	2 25
Plums, Canadian,	0 35	0 60
Raspberries, per qt.	0 13	0 15
Lawtonberries	0 10	0 12
Watermelons, 25 to 35 lbs.	0 40	0 50

VEGETABLES.—The most prominent article at the fruit market these days is the tomato basket, nice, large, red Canadian tomatoes. The scarce hot-house variety is no more and the outdoor produce slumped to 50 cents a basket from $1.75 a week ago. Several dealers predicted a drop to 25 cents before one week as hot weather has ripened whole crop rapidly and the market is sure to be loaded up.

Domestic potatoes are coming in more freely and the price dropped 25 cents a barrel to $3.25. A few New Jerseys are being imported at same figure, but the American and New Brunswick have given place to the home-grown and it will be a month before the new Eastern crop can be sent in, owing to the heat. Buyers look for the prices to keep up pretty well as the crop is small.

Corn has dropped to 15c and 17c, and the increased supply has resulted in a drop in beans, celery (two-thirds) cabbage and onions.

Beans, wax, 11-qt., per basket	....	0 35
Beets, Canadian, new, per basket	0 25	0 30
Carrots, Canadian, new, doz. bchs.	....	0 25
Cabbage, Canadian, crate of 30	....	3 00
Cauliflower, Canadian, cs. of 2 doz.	..	[illegible]
Celery, domestic, doz.	....	1 40
Corn, new, doz.	0 15	[illegible]
Cucumbers, Canadian, basket	..	[illegible]
Lettuce, domestic heads, basket	0 30	0 35
Mushrooms, per lb.	....	0 75
Onions—		
Spanish, crate	....	[illegible]
Green, bkt.	....	0 35
Parsley, bkt.	....	0 75
Peas, green, 11 qt. bkt.	[illegible]	[illegible]
Green peppers	0 40	0 50
Potatoes—		
New, per barrel	....	3 25
Ontario, new, per bushel	0 90	1 00
Radishes, doz. bunches	[illegible]	[illegible]
Tomatoes, Canadian	[illegible]	0 75
Tomatoes, Mississippi, 4-bkt. carriers	1 25	1 85
Tomatoes, New Jersey, bushel, crate	1 50	2 00
Vegetable Marrow	0 35	0 40
Water cress, domestic, 11-qt. basket	0 35	0 40

Several Advances in the Price of Fish

Doree, Gaspe Salmon, Whitefish, Carp and Others are Up—Sword Fish Coming on Montreal Market—Imported Pickled Herring Likely to be Higher.

MONTREAL.

FISH. — Trade is just as good as could be expected for this time of year, and all fresh fish that are available either from rivers or lakes are readily taken up. Quantities arriving are small so that prices all tend upward. Doree has advanced to 15c, whitefish to 12 and 13 cents and carp to 8 and 9 cents per lb. Shell fish are rather scarce and with fairly good demand price is being sustained. Lobsters both live and boiled have moved up another cent.

More halibut than ever is coming from the Pacific coast an account of eastern fishing being over. Also this week the trade has started to bring in fresh salmon from the Pacific owing to Gaspe salmon fishing getting poor as it always does at the end of the season. Prices on Gaspe have advanced another 2c this week.

Demand for prepared, salted, dried and pickled fish is wakening up. A few orders have been placed for western trade and should go forward soon. Reports about cod fishing so far indicate a shortage. Pickled mackerel is in better supply than last year in this country on account of big shoals having struck in on Canadian shores in numerous places. As a result a big crop has been gathered. It seems, however, as if these shoals had been lost all of a sudden as no fresh mackerel is just now available. On Monday prices in Boston reached the 40-cent mark, and locally were quoted at 20 to 22 cents each.

Sword fish has been putting in an appearance during the past few days. Until within recent years this fish could not be sold here owing solely to ignorance on the part of the consuming public as to its nutritive and palatable qualities. But now a trade has been built up, and as soon as first shipments arrive there is an eager demand. Season is at its height from the middle of August to about September first. Towards the end of the season about a car a week is consumed on eastern markets.

Regarding imported pickled herrings, fishing to date has been poor and reports of shortage have put prices up considerably, so that an advance of 50 to 75 cents per half barrel on Scotch and 25 to 30 cents per half barrel on Dutch herrings has been noted. Demand on this continent has not started in earnest yet, but when it starts about September, if fishing does not improve in the meantime, prices are likely to advance to unprecedented figures.

Fresh Stock—		
Barbotte, dressed, lb.	0 09	0 10
Bluefish, per lb.	0 16	0 18
Carp, 100 lb. boxes, per lb.	0 08	0 09
Cod, market, 250 lb. cases, per lb.	....	0 05
Doree, 100 and 150 lb. cases, per lb.	....	0 15
Flounders, per lb.	0 06	0 07
Frogs legs, large, per lb.	....	0 50
Frogs legs, small, per lb.	....	0 25
Haddock, per lb.	0 05	0 06
Halibut, per lb.	0 11	0 12
Herring, per 100 fish	....	1 80
Mackerel, average wt. 2 lbs. each	0 20	0 22
Perch, dressed, per lb.	0 09	0 10
Pike, dressed, per lb.	0 07	0 08
Salmon, B.C., red, per lb.	0 15	0 16
Salmon, Gaspe, per lb.	....	0 20
Steak cod, per lb.	....	0 07
Smelts, per lb.	....	0 12
Sword fish, per lb.	0 10	0 12
Trout, brook, per lb.	....	0 30
Trout, lake, per lb.	0 11	0 12
Turtles, small, per lb.	....	0 15
Whitefish, per lb.	0 12	0 13
Shell Fish, Fresh—		
Clams, per barrel	....	7 00
Crab meats, per gal.	....	2 50
Lobsters, live, per lb.	0 27	0 28
Lobsters, boiled, per lb.	0 29	0 30
Meats, bulk, standards, gal., $1.50; selects	....	1 80
Meats, solid, standards, gal., $1.80; selects	....	2 00
Oysters, Cape Cod, shell	....	12 00
Periwinkles, per bushel	....	2 50
Prawns, per gal.	....	2 00
Scallops, per gal.	....	2 75
Shrimps, per gal.	....	2 00
Frozen Stock—		
Haddock, per lb.	0 04	0 05
Herring, per 100 fish	....	1 50
Pike, per lb.	....	0 06
Smelts, fancy, per lb.	0 12	0 13
Smelts, No. 1, per lb.	0 08	0 09
Salmon, fancy, Spring, per lb.	0 14	0 15
Salmon, Gaspe, per lb.	0 15	0 16
Salmon, Qualla, per lb.	0 07½	0 08
Whitefish, per lb.	0 07	0 10
Prepared Stock—		
Boneless fish, 20 lb. pkgs.	0 07	0 08
Cod, pure, cs, of 20 tablets, per lb.	....	0 10½
Cod, pure, 3 lb. box, per lb.	....	0 15
Cod, boneless strip, 30 lb. box, lb.	....	0 10
Cod, boneless strip, 2 lb. blks., in 20 lb. pkgs., lb.	0 07	0 08
Cod, shredded, box of 2 doz.	....	1 80
Cod, skinned, per 100 lb. box	....	6 00
Cod, dried, per 100 lb. bundle	....	6 50
Pollock, dried, per 100 lb. bundle	....	6 00
Salted and Pickled Stock—		
Cod, green, ordinary, per 200-lb. bbl.	7 00	8 00
Cod, green, white napes, per 200-lb. bbl	8 00	9 00
Haddock, No. 1, green, per 200 lbs.	5 00	6 00
Herring, Holland, per keg, 70 to 75c; per ½ bbl., $5.00 to $6.00; per bbl.	9 00	10 00
Herring, Labrador, ½ bbl., $2.75, bbl.	....	5 00
Herring, Scotch, keg of 12 lbs. net, $1.10, ½ bbl.	....	7 00
Mackerel, No. 1, 20 lb. kits, $1.75, ½ bbl., $7.50, bbl.	....	15 00
Salmon, Labrador, ½ bbl., $8.00 to $9.00, bbl.	15 00	16 00
Trout, lake, kegs	....	7 00
Trout, sea, half barrels	....	6 50
Smoked Stock—		
Bloaters, per box	1 00	1 10
Fillets, regular and fancy, lb.	0 10	0 12
Haddies, regular and fancy, lb.	0 06	0 08
Herring, new, per box	0 13	0 15
Kippers, small, box of 50 fish	1 00	1 25
Salmon, per lb.	....	0 22

TORONTO.

FISH.—Trade has been unusually good the past week in fish. The hot weather has driven lobsters off the Toronto market. The supply of halibut, whitefish and trout is plentiful, but pickerel and pike are scarce and the price has advanced 2 and 1 cent respectively.

Frozen Stock—		
Roe shad, weight 3 lbs., each	1 00	1 25
Whitefish, per lb.	0 09	0 10
Fresh Caught—		
Haddock, per lb.	0 06½	0 07
Halibut, per lb.	0 10	0 11
Herring, per lb.	0 05	0 06
Mackerel, weighing 1½-3 lbs., each	0 15	0 25
Pickerel, yellow, per lb.	....	0 12
Pike, per lb.	0 06	0 08
Roe shad, weight 3 lbs., each	1 00	1 50
Salmon, B.C., per lb.	....	0 19
Steak, cod, per lb.	0 07	0 08
Trout, per lb.	0 10	0 12
Whitefish, per lb.	0 10	0 12
Smoked—		
Finnan haddie, per lb.	....	0 08
Kippers, box of 40	1 10	1 25
Bloaters, box of 60	....	1 25
Prepared—		
Cod, 1 lb. tablets, case of 20	....	2 00
Salted and Pickled—		
Herring, Holland, per keg	....	0 60

HALIFAX, N.S.

FISH—The first arrivals of new fat herring are now on market, and are going to the trade at $2.75 to $2.85 per half barrel, and $5 to $5.25 per barrel. Market is well supplied with fresh fish. The haddock are improving in quality, and cod are much better than earlier in season. Halibut is in good supply and mackerel are quite plentiful. Some good catches are being made at points along the coast. Large catches of herring are also being made. Salt fish trade is beginning to look up, and there is some improvement noted in the foreign markets.

OF VALUABLE SERVICE.

The CANADIAN GROCER.—Sorry your memo got mislaid, hope you will excuse me. I find your paper of valuable service to me.

H. PENNICEARD,
325 Barrington St.
Halifax, N.S

Produce & Provisions

Further Advances in the Provision Market

Compound Lard Up Again in Toronto—Cooked Ham Higher There Also—Hogs a Shade Easier—Montreal Butter Declines—Good Export Demand for Cheese.

MONTREAL.

PROVISIONS. — Meats are now thought to have about reached their limit as there is little probabiliy of hogs going any higher. Firmness continues, however, at present prices.

Lard holds unchanged. Market on compound is firm owing to the exceedingly high price on cotton seed oil. On pure, market is quiet and prices steady.

Hams—		Per lb.
Light, under 12 lbs.	....	0 21
Medium, 12 to 20 lbs.	0 20	0 20½
Large, 20 to 40 lbs.	....	0 19½
Backs—		
Plain, bone in	....	0 23½
Boneless	....	0 26
Peameal	....	0 26
Bacon—		
Breakfast	0 21	0 23
Roll	....	0 17
Shoulders, bone in	....	0 16
Shoulders, boneless	....	0 16½
Cooked Meats—		
Hams, boiled	0 31	0 32
Hams, roasted	....	0 32
Shoulders, boiled	....	0 27
Shoulders, roasted	....	0 28
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 80-100 lbs.	....	0 14½
Flanks, bone in, not smoked	....	0 15½
Barrelled Pork—		Per bbl.
Heavy short cut mess	....	29 00
Heavy short cut clear	....	29 00
Clear fat pork	....	28 00
Clear pork	....	27 00
Lard, Pure—		Per lb.
Tierces, 375 lbs. net	....	0 13¾
Tubs, 50 lbs. net	....	0 14
Boxes, 50 lbs. net	....	0 14
Pails, wood, 20 lbs. net	....	0 14¼
Pails, tin, 20 lbs. gross	....	0 13¾
Cases, 10-lb. tins, 60 in case	....	0 14¾
Cases, 3 and 5-lb. tins, 60 in case	....	0 14¾
Bricks, 1 lb. each	....	0 15½
Lard, Compound—		
Tierces, 375 lbs. net	....	0 11
Tubs, 50 lbs. net	....	0 11¼
Boxes, 50 lbs. net	....	0 11⅛
Pails, wood, 20 lbs. net	....	0 11½
Pails, tin, 20 lbs. gross	....	0 11
Cases, 10-lb. tins, 60 in case	....	0 11¾
Cases, 3 and 5-lb. tins, 60 in case	....	0 12
Bricks, 1 lb. each	....	0 12¾
Hogs—		Per cwt.
Live, f.o.b.	....	9 60
Live, fed and watered	....	10 75
Dressed	....	15 00

BUTTER.—Following up indications as expressed last week, butter dropped here 1 cent all around on Wednesday. Since that, however prices in the country have been moving up owing to competition on St. Hyacinthe and Cowansville markets between the dealers. St. Hyacinthe has moved from 22¼c of last week to 23⅝, and Cowansville from 23 to 23½ cents. The opinion is expressed that the advance was not warranted and that within the next week or two a reaction should set in.

Locally prices remain unchanged from new level reached week ago, and appear to be in no way affected by advance in market in country.

Butter—		Per lb.
Creamery prints, fresh	....	0 25½
Creamery solids	....	0 25
Dairy prints	....	0 23
Dairy solids	....	0 23
Separator prints	....	0 23
Separator solids	....	0 23

EGGS. — Market holds unchanged from price standpoint. Supplies coming forward are sufficient to satisfy local requirements which is all dealers want just now as there is no desire whatever to accumulate stocks at present prices.

Reports from all over the country and eggs received at leading centres, tend to show that the campaign for better eggs is having its effect. There is nothing like the quantity of bad eggs coming forward as was the case in previous years, and it is safe to state that a large percentage of merchants are sticking to the arrangement made last spring that they should pay only for eggs of good quality.

Prices in the country are now ruling unchanged at about 19 to 20 cents f.o. b. rots off.

Eggs, case lots—		Per dozen.
New laids	....	0 29
Selects	....	0 27
No. 1s	....	0 24
No. 2s	....	0 21
Splits	0 19	0 20
New laid eggs, in cartons	....	0 30

CHEESE. — Owing to the marked shortage in make, export demand for cheese continues active, and present indications would tend to show that accumulations of stock either in Great Britain or on this side are light. The opinion is freely expressed that while present price will not show the exporter any great margin, still it is not expected that prices will decline very much for the present, although the late ends require to be bought on a basis permitting Canadian cheese to compete with the new New Zealand product, which generally arrives in England about November, and which is now being quoted for future delivery at a very much lower price than is being quoted at present. Locally prices remain unchanged.

Cheese—	New.	Old.
Large	0 13	0 14½
Twin	0 13	0 15
½ Twin	0 13½	0 15
Stilton	....	0 17

POULTRY.—Market is quiet. Frozen stock of broilers and milk feds has been practically cleaned up so that now all attention is being turned to freshly killed stuff. Such frozen as is left is moving fairly well, but most call is for fresh stock.

Frozen Stock, Dressed—		Per lb.
Chickens	0 21	0 24
Ducks	....	0 22
Fowl	....	0 18
Turkeys	0 23	0 24
Fresh Stock—		
Broilers, spring, live	0 22	0 24
Broilers, spring, 3 lb. pr., dressed	....	1 25
Ducks, spring, dressed	0 26	0 28
Ducks, old, dressed	0 15	0 16
Fowl, live	0 16	0 18
Fowl, dressed	....	0 21
Turkeys, old Tom, dressed	0 22	0 23

TORONTO.

PROVISIONS.—The upward movement in hogs, hams and bacon seems checked, temporarily at least. However, boiled ham has advanced one cent and is now at 31. The Montreal market was one week ahead in this.

Some manufacturers of compound lard are disposed to complain that the prices are not high enough, considering the rapid increases in the market of its constituents. "But," observed one, "Compound lard cannot approach too closely in price to pure lard, I suppose."

Hams—		
Light, per lb.	....	0 21½
Medium, per lb.	....	0 21½
Large, per lb.	0 18½	0 19
Backs—		
Plain, per lb.	0 24½	0 25½
Boneless, per lb.	0 25½	0 25½
Pea meal, per lb.	0 24½	0 25½
Bacon—		
Breakfast, per lb.	**0 20**	**0 21**
Roll, per lb.	0 16	0 16½
Shoulders, per lb.	0 13½	0 14½
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 15¾	0 16
Long clear bacon, heavy	0 15	0 15¾
Cooked Meats—		
Hams, boiled, per lb.	....	0 31
Hams, roast, per lb.	....	0 31
Shoulders, boiled, per lb.	....	0 22½
Shoulders, roast, per lb.	....	0 23½
Barrelled Pork—		
Heavy mess pork, per bbl.	24 00	25 00
Short cut, per bbl.	28 50	29 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 14	0 14¼
Tubs, 60 lbs., per lb.	0 14¼	0 14½
Pails, 20 lbs., per lb.	....	0 14¾
Pails, 3 and 5 lbs., per lb.	....	0 15½
Bricks, 1 lb., per lb.	....	0 15¾
Lard, Compound—		
Tierces, 400 lbs., per lb	0 11	0 11¼
Tubs, 60 lbs., per lb.	0 11¼	0 11½
Pails, 20 lbs., per lb.	0 11½	0 11¾

Hogs—		
Live, f.o.b., per cwt.	....	9 65
Live, fed and watered, per cwt.	....	10 00
Dressed, per cwt.	....	14 000

BUTTER.—The market is unchanged this week but slightly firmer owing to Western inquiries. Reports have arrived of the first shipment of New Zealand butter to British Columbia. While some dealers are expecting that this will check the shipment of Montreal buyers west, most are inclined to believe that there will be a 3-cent margin in favor of Canadian butter, sufficient for the stored article to hold the market against the fresh New Zealand shipments. With the price in New Zealand at 25 cents, it is estimated that five cents more will be required to cover duty and freight, bringing the price to 30 cents compared with 27 cents as the average price for Canadian butter.

Butter—	Per lb.	
Creamery prints, fresh	0 26	0 28
Creamery solids	0 24	0 25
Dairy prints, choice	0 21	0 23
Dairy solids	0 20	0 22
Separator prints	0 23	0 25
Separator solids	0 21	0 22

EGGS.—The quality is improving now. The market is essentially a trading, not a speculative one. No storing is being done and purchases are being made as required. For this reason some firms are called on now and then to pay one or two cents higher than the quoted prices. Selected carton eggs were advanced on Wednesday from 29 to 30 cents by several local houses.

Eggs, case lots—	Per dozen.	
Selected new laid	0 26	0 28
Selected, new laid, in cartons	0 29	0 30
Fresh gathered	0 24	0 25
No. 2's	0 18	0 20
Splits	0 17	0 18

CHEESE.—The price remains as it has been for several weeks past and is not locally subject to the fluctuations on the provincial cheese markets. The reason for this is that most of the buyers, here, no longer have representatives on the cheese boards as is done in Quebec province, but depend on picking up what is wanted outside. The export demand is good, and even if a few butter factories turn over to cheese making the market will not be affected appreciably.

Cheese—		
Old, large	0 15	0 15¼
Old, twins	0 15¼	0 15½
New, large	0 14¼	0 14½
New, twins	0 14¾	0 15

POULTRY.—This month is what is known as the "hotel and restaurant" season in poultry. Those who are usually the best customers are now far off in the summer resorts, and trade is limited. The public eating houses can afford only a limited price for the goods they place in their menus, especially for the "table d'hote" meals, and as a result prices are low. This is accentuated by the large supply which keeps up. Fowl, live, are down to 13 cents, and dressed ducks to 15 and 16 cents. Broilers are also coming in in quantities.

Frozen Stock—	Per lb.	
Broilers, dressed	0 22	0 25
Chicks, milk fed, dressed	....	0 25
Chickens, dressed	0 20	0 22
Ducks, dressed	0 16	0 20
Fowl, dressed	0 17	0 18
Turkeys, dressed	0 24	0 25
Fresh Stock—		
Broilers, Spring, live		0 21
Broilers, Spring, dressed, 2 lbs. and over	0 25	0 28
Ducks, Spring, live	....	0 11
Ducks, Spring, dressed, lb.	0 15	0 16
Fowl, dressed	0 14	0 15
Fowl, dressed	0 14	0 15
Turkeys, Old Tom, dressed	0 18	0 20
Turkeys, Old Tom, live	0 14	0 18

HONEY.—The contest between the bee men and the buyers will be on in earnest for a few weeks as many of the latter are determined to compel the producers to lower their rates. No. 1 is quoted at 12½c to 13; and combs, $2.50 to $3.00 per dozen for firsts, and $2.25 for seconds. The supply is fair although the epidemic of foul brood killed off hundreds of colonies.

WINNIPEG.

PRODUCE PROVISIONS.—Creamery butter is steady and receipts of dairy butter are reported as above average in quantity. Eggs are scarce and up in price. Lard and cured meats steady. There is a good demand for Ontario cheese.

Butter—		
Creamery	0 28	0 26
Dairy, best	....	0 22
Dairy, No. 1	0 17	0 18
Dairy, No. 2	0 16	0 17
Cooking	....	0 12
Eggs, per doz.	0 20	0 22
Cheese—		
Ontario, large	....	0 15½
Ontario, twins	....	0 15¾
Lard—		
Tierces, per lb.	....	0 13¼
50 lb. tubs	....	6 75
20 lb. pails	....	2 75
3 lb. tins, cases	....	8 55
5 lb. tins, cases	....	8 50
10 lb. tins, cases	....	8 40
Cured Meats—		
Hams	0 19	0 22
Bacon	0 21½	0 23
Long, clear, D.S.	....	0 14¼
Shoulders	....	0 16
Mess Pork, bbl.	....	28 00
Seneca root, new crop, per lb.	0 50	0 55

Department Store Increases Coffee Trade

Goodwin's, Limited, Montreal, Have Roaster in Grocery Section, and Send the Aroma Throughout the Entire Store—Coffee Man Advises Care—Dealer Should Have Uniform Blend to Hold Trade.

Goodwin's, Limited, of Montreal, have installed a coffee roaster in their grocery department. J. Bailey, manager of the department, attributes an increase to three times their regular summer trade to this machine alone. One difference, however, is to be noted between the use made here and that in the Johnston store, Toronto, about which an article was run recently. Instead of having an outside connection to spread the aroma over the city, Mr. Bailey opens the door at a time when the coffee is getting nicely roasted and sends the aroma throughout every department. From an advertising standpoint he finds the roaster exceedingly beneficial, and claims that before the year is out their business should increase thirty times instead of three.

Commenting upon coffee roasting, an old experienced man in the trade remarks: "From an advertising standpoint these roasters are hard to beat, but there is the quality standpoint to consider. Only one man in a hundred, or perhaps in a thousand, makes a really successful roaster. And one of the curious facts is that the longer a man is at the job does not of necessity imply that he must become the more proficient. One man may have a tendency to overdo a little, and the other to turn out a coffee somewhat underdone. So much depends upon color and lighting facilities that it becomes an extremely difficult matter to judge just the right time to stop roasting. A coffee looked at in one way may appear done, while viewed from another angle appears altogether different, and may look either underdone or overdone. Thus one of the prime essentials is careful watching and careful study of different lights on different days.

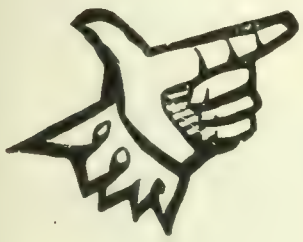
"Another point which needs to be taken into consideration is evenness in quality. Most grocers who do their own roasting will buy less than five bags at most at one time, and the average will be much less than that. They have to depend, therefore, on an importer or jobber to supply them, and thus are liable to receive coffee from a different shipment each time. To hold a coffee trade one essential is to give an even coffee from one year's end to another, and not a coffee which fluctuates from week to week. These roasters are good advertisers, but I point out these facts just to show what any roaster is up against, so that an inexperienced man will not rush into the business rashly considering everything smooth sailing."

Probably this tip from an experienced hand will prove of value in showing something of the other side of the business. Evenness in quality is an essential to holding trade in anything, and this thus becomes a matter of supreme importance to anyone wishing to make a success of coffee roasting.

J. F. Brownscomb & Co., general merchants, Rouleau, Sask., have sold their business.

Fire caused damage to extent of $10,000 to Mortin's general store, Strassburg, Sask. Loss was partially covered by insurance.

Have you a line that is needed in the West?



You know the requirements of the Western people—have you any of them? If so, how are you going after this business? Unless you have a permanent Western staff of representatives you will find it hard to get your share of the business the West offers.

With our five large warehouses and a thoroughly efficient staff of representatives we are in a position to offer you the best possible service. We cover the territory often and guarantee sales. Can you do as well?

WRITE TO-DAY

NICHOLSON & BAIN

Wholesale Commission Agents and Brokers

HEAD OFFICE, WINNIPEG, MAN.

Branches: LETHBRIDGE, REGINA, SASKATOON, EDMONTON, CALGARY

BACON

Do not forget to put a piece of "Star Brand" English Bacon in the order for your customer when going to Camp or Summer Home. Boneless Bacon is the best and at the same time the cheapest line of either fresh or cured meats and will not fail to give your customer the best of Satisfaction.

Made under Government inspection.

F. W. FEARMAN CO.

LIMITED

HAMILTON

Established 1854

What is nicer for the camper than a tin of

UPTON'S

Pure Fruit Jam or Orange Marmalade

Keep up your stock.

Don't neglect your opportunities.

Sold by all Jobbers

T. UPTON CO., Limited

Sales Office: St. Catharines, Ont.

Factory at: Hamilton, Ont.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 8, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ..each	0 04
100 books and over, each.	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancacke Flour per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black Currant	2 00
Red Currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

Red currant	2 00
Black Currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55

Marmalade.

Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 60
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s. 12-lb. boxes.	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 25
Diamond, ¼'s, 6 and 12-lb. boxes	0 26
Icings for Cake—	
Chocolate, white, pink, lemon orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz.	0 90
Chocolate Confections—per lb.	
Maple buds, 5-lb. boxes	0 37
Milk medallions, 5-lb. bxs.	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 26
Nonpareil wafers, No. 1, 5-lb. boxes	0 31
Nonpareil Wafers, No. 2, 5-lb. boxes	0 26
Chocolate ginger, 5-lb. bxs.	0 31
Milk chocolate wafers, 5-lb. boxes	0 37
Coffee drops, 5-lb. boxes	0 37
Lunch bars, 5-lb. boxes	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box.	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 5c bars, 24 bars, per box	0 85
Almond nut bars, 4 bars, per box	0 85

EPPS'S.

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N. S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	6 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s.	0 26
" Vanilla sticks, per grs.	1 00
" Diamond chocolate, ½s.	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 34c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; Cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 21c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

A ROYAL TEA HOUSE

The United Kingdom Tea Co. are now starting to open up Agencies in all Towns and Cities of Canada, with only ONE HOUSE in each place that will control this TEA. Apply now to Kirkwood & Sons, 176 Dupont Street, Toronto. U. K. TEAS are put up mixed and black, in ¼, ½ and 1 pound packages; each case contains 30 lbs. Terms 90 days, freight allowed on 5-case lots for all import orders from London, England; full freight allowed from stock in Toronto.

30 cent quality will cost you	23 cents
40 cent quality will cost you	27 cents
50 cent quality will cost you	33 cents
75 cent quality will cost you	46 cents
$1.25 quality will cost you	75 cents

Figure your profits and compare with other Package Teas.
The $1.25 Tea is used by King George V.

In one sense this may be said to be a Royal Tea House. The United Kingdom Tea Company, Ltd., London, England, hold Warrants of Appointment to H.M. King George V., and H.M. Queen Alexandra, H.R.H. the Duke of Connaught, and others, of the Royal Family; and are, likewise, Tea Merchants to both the House of Lords and House of Commons. The Company's tea is regularly supplied in the hotels and restaurants of the London and North Western Railway Company, the Great Western Railway Company, the Great Northern Railway Co., and the Great Eastern Railway Co., in upwards of three thousand other hotels and institutions, in numerous clubs, colleges, schools and hospitals, and to many of the canteens and messes of the Army, as well as to thousands of customers all over the world. The directors are Messrs. C. E. Ayshford, C. V. Henderson, and J. H. Morphew, and the continued success of the house is primarily due to these gentlemen, supported, as they are, by a picked staff, like themselves, of practical men. A long list of gold medals and awards carried off at great exhibitions attest to the value of the Company's output. There are branches at Dublin and Bombay, and Continental depots at Paris, Vienna, Berlin, Milan, Bucarest, and Galatz, whilst agencies exist in almost every part of the civilized world.

Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

¶ "He must know before he begins it that he must spend money—lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

SYMINGTON'S COFFEE ESSENCE

will satisfy your most discriminating customers. It is prepared from the choicest Coffee, and is the only Coffee Essence that retains the flavor and fragrance of the Coffee Bean. Its economy and handiness make it indispensable to every housewife.

Thos. Symington & Co., Edinburgh and London

AGENTS:— Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co, Montreal. Vancouver and Winnipeg—Messrs. Shallcross, Macaulay & Co.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case.
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 doz.	5 40
Gold Seal Brand, ea. 4 doz.	5 25
Mayflower Brand, ea. 4 doz.	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz.	4 75
Clover Brand, ea. 4 doz.	4 75

Evaporated (Unsweetened)—

St. Charles Brand, small, ea. 4 dozen	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 dozen	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, ea. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ⅓	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50lb. case.

Terms—Net 30 days prepaid.

FLAVORING EXTRACTS.

SHIRRIFF'S

Quintessential.

1 oz. (all flavors) doz.	1 05
2 oz. (all flavors) doz.	2 00
2½ oz. (all flavors) doz.	2 30
4 oz. (all flavors doz.	3 50
5 oz. (all flavors) doz.	4 50
8 oz. (all flavors) doz.	6 50
16 oz. (all flavors) doz.	12 00
32 oz. (all flavors) doz.	22 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottles (retail at 50c)	4 50
4 oz. bottles (retail at 90)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS

IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ⅓ doz. in case	6 50

LAPORTE, MARTIN, LIMITEE.

Montreal Agencies.

BASIN DE VICHY WATERS.

L'Admirable, 50 qts., cs.	5 00

VICHY LEMONADES.

La Savoureuse Champenoise Cork 50 qts., cs.	8 00
50 pts., cs.	5 00
La Savoureuse "Claret Brown." 100 pts., cs.	9 00
St. Nicholas Champenoise Corks. 50 qts., cs.	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. Olive Oil.

Cs. 25 11 lb. bars, lb.	0 08½
Cs. 200 3½ lb. pieces, cs.	4 00
Cs. 12 3 lb. bars, lb.	0 10½
Cs. 50 ¾ lb. pieces, cs.	3 75
Cs. 50 1 lb. sq. pieces, cs.	4 50
Cs. 50 1 lb. long pieces, cs	4 50
Cs. 200 300 grs. pieces, cs	12 00
Cs. 100 300 grs. pieces, cs	6 00
Cs. 200 200 grs. pieces, cs	7 50

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals. Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 90

Motts Golden Russett—

Sparkling Cider, 12 qts.	4 50
Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 sp.	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal.

Imported Peas "Soleil"

	Per case
Extra Fins, 50 1 kilo	14 50
Extra Fins, 100 ½ kilo.	15 00
Tres Fins, 100 ½ kilo	13 50
Fins, 100 ½ kilo	11 50
Mi-Fins, 100 ½ kilo	11 00
Moyens No. 2 100 ½ kilo.	9 50
Moyens No. 3, 100 ½ kilo.	9 00
Fins 1 Frs Petit & Cie, 100 ½ kilo	10 00
Moyens, 1 Frs. Petit & Cie, 100 ½ kilo	7 50

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25
Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ⅛ gal.	2 60

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases, 4 doz. each, flats, per case	5 40
Cases, 4 doz each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases, 3 lbs., 20 to case.	0 11¼
Cases, 5 lbs., 12 to case.	0 11⅛
Cases, 10 lbs., 6 to case.	0 11

F.O.B. Montreal.

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45
	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

VERMICELLI AND MACARONI

C. H. CATELLI CO., LIMITED.

Hirondelle Brand

	1 lb. pkgs.	Loose
Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs. cases	7	6½
Egg noodles, case 10 lbs. loose; case 60 pkgs, ½ lb. each	7½	7

Marguerite Brand.

Same assortment as above	6½	6
Egg noodles in 10 lb. cases, loose, in 60 pkgs., ½ lb. each	7	6½

Catelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lbs. (loose)		5½
30 lb. cases, 1. lb. packages		6

Terms, Net 30 days.

D. SPINELLI CO., Registered.

Globe Brand.

Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Alphabets 30 lb. case	7	6½

Spinelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lb. cases (loose)	5½
30 lb. cases, 1 lb. pkgs.	6

Terms—Net, 30 days.

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5.00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 80
1 gall., doz.	19 20
1-16 gall., gross lot	20 00

Business Promotion Through Trade Press Efficiency

is to be the keynote of the most notable gathering of technical, class and trade journal editors and publishers ever held in America. No live manufacturer, sales manager, advertising man, trade paper editor or publisher can afford to overlook the

Eighth Annual Convention *of the* Federation *of* Trades Press Associations *in the* United States *at the* Hotel Astor, New York, Sept. 18, 19, 20, 1913

Two sessions will be held daily. There will be editorial, circulation, advertising and publishing symposiums under competent leaders. Many of the leading editors, business managers, buyers and sellers of advertising, and authorities on modern merchandising methods will take part. On Friday afternoon, September 19, there will be a mass meeting, with addresses by representative business and professional men, on subjects of timely interest to editors, publishers and advertisers. Distinguished guests and worth-while speakers will be at the annual banquet, which will be made a memorable social occasion. No matter what may be your connection with the trade journal field, if you are interested in the idea of business promotion through trade press efficiency, if you believe in business papers for business men, you will be welcome at all sessions.

Full information may be obtained from

The Committee of Arrangements

WM. H. UKERS, Chairman, 79 Wall Street, New York.

The Federation of Trade Press Associations in the United States

President	Secy.-Treas.	Vice-President
H. M. Swetland	Edwin C. Johnston	E. C. Hole
New York	New York	Chicago

NATION'S

SPECIALITIES

Egg Powder
Custard Powder
Jelly Powder
Health Saline

Agents required where not already represented

E. J. NATION & CO.,
LIMITED
Bristol, England

TOMATOES, CELERY, PINEAPPLES, ORANGES, BANANAS.

Shipments of Fruits and Vegetables arriving daily.
—Get our quotations.
Prompt shipment assured.

LEMON BROS.
Owen Sound, Ontario

Very Fine

No lemons on the market the equal of

"St. Nicholas"
"Home Guard"
"Puck"
"Queen City"
"Kicking"

Mention in your order the brand you want.

J. J. McCABE
Agent
Toronto, Ont.

53 Highest Awards in Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA

Registered Trade-Mark

Our Cocoa and Chocolate preparations are Absolutely Pure — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co. Limited
Established 1780
Montreal, Can. Dorchester, Mass.

SAFETY FIRST

Think of the mercantile houses, large and small, which GO TO THE WALL because they fail to "play safe." Many a failure could be averted, many a hard season bridged over if you would just make sure you don't lose a lot of credit accounts.

Allison Coupon Books

are safety insurance for the retailer who does credit business. And they promote system, accuracy and economy.

HERE'S HOW THEY WORK

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no disputes, no errors, no time wasted.

For Sale Everywhere by Jobbers.

Manufactured by
ALLISON COUPON CO.,
Indianapolis, Indiana, U.S.A.

OUR GUARANTEE

If this polish damages your customer's piano, we'll pay for the piano. That's why live Grocers everywhere stock it. It sells, repeats, and brings new faces to a store.

Prestolene
(TRADE MARK)

THE PERFECT POLISH FOR PIANOS, FURNITURE AND ALL GLOSSED SURFACES

The International Specialty Co.
The PRESTOLENE People, Bridgeburg, Ont.

Order from your jobber, or The Harry Horne Co., 309 King W., Toronto. Leadlay, Limited, Bannatyne Ave., Winnipeg, Man.
Every package carries above guarantee in detail. Our travellers carry unique propositions.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD, in this paper

Local Fruits

in Large Supply

AT THE FRUIT MARKET

TOMATOES CHEAPER

Canadian Peaches and Plums coming

California Peaches,
Pears, Plums,
Grapes, etc.

A Full Assortment

WHITE & CO., LIMITED

Wholesale Fruit and Fish

TORONTO **HAMILTON**

BANANAS

The uniform high quality of our fruit and the satisfactory condition in which it arrives at your store, is the reason we are known as

BANANA SPECIALISTS.

We buy only the best fruit imported, and offer you

Constant Supply, **Fair Prices,**

Prompt Attention.

Send us a standing order to-day.

The House of Quality.

HUGH WALKER & SON

Established 1861

GUELPH and **NORTH BAY**

It is to the advantage of the individual user of Paper Bags to study carefully the Bag situation. By close comparison of the important features of Paper Bags of different makes, you will be convinced that the

Continental Germ-Proof Grocery Bags

(with reinforced Automatic Opening Square Bottoms) are without equal. Send a trial order to the nearest Distributor.

Satisfaction guaranteed by the Manufacturers:

THE CONTINENTAL BAG AND PAPER COMPANY, LIMITED

OTTAWA - - ONTARIO

DISTRIBUTORS:

ONTARIO—The Continetal Bag & Paper Co. Ltd., Ottawa and Toronto. Walter Woods & Co., Hamilton.
MANITOBA, ALBERTA, SASKATCHEWAN—Walter Woods & Co., Winnipeg.
NOVA SCOTIA, PRINCE EDWARD ISLAND, CAPE BRETON ISLAND—Thomas Flanagan, Upper Water Street, Halifax.
NEW BRUNSWICK—J. Hunter White Agent, North Market. St. John.
BRITISH COLUMBIA—Smith, Davidson & Wright Ltd., Vancouver.
QUEBEC PROVINCE—The Continental Bag & Paper Co., Ltd., Montreal.

Macaroni
(Hirondelle).

Vermicelli
(Hirondelle).

Spaghetti
(Hirondelle).

Hirondelle *means* Swallow

Get the brand that makes a good swallow. We see that the palate of all is entirely satisfied by using only the choicest of ingredients.

Besides, we do not overlook your profit. It's more reasonable than you imagine.

C. H. Catelli Limited

MONTREAL

TRADE MARK
KEYSTONE
BRAND
REGISTERED

NOW IS THE TIME TO ORDER YOUR FALL SUPPLY OF

BRUSHES

Such lines as Stove Brushes, Scrubs, Dandy and Horse Brushes, Stable Brooms, etc., will soon be in great demand. Place your order now and be sure to buy the **Keystone Brand.**

Stevens-Hepner Company
Limited
PORT ELGIN, ONT.

THE McGREGOR PAPER BAG HOLDER.

HOLDS EVERY SIZE BAG FROM ¼ TO 10 LBS.

hangs right above the counter ready for use. Saves time, space and waste in bags. **No hole punching** or any extra trouble whatsoever, simply lay the bags in their respective compartments. Quicker service a certainty. No up-to-date store should be without one.

Selling Agents for Canada:
KILGOUR BROS.
21-3 Wellington St. W., Toronto

O. P. McGREGOR
Patentee and Manufacturer
411 Spadina Ave., Toronto

D. & J. McCALLUM

PERFECTION
SCOTCH WHISKEY

For distinct flavor (not smoky) McCallum's Perfection Scotch Whiskey has no rival. It is mellowed with age, and being widely known through our consumer advertising, is taking the highest place in the liquor world.

Wm. E. McIntyre, Limited
23 Water Street, St. John, N.B.
GENERAL AGENT

Two blends of tobacco worth while

Quality backed up by extensive advertising is a big argument in favor of you handling these two popular tobaccos.

Rose Quesnel Smoking
—Pure Canadian

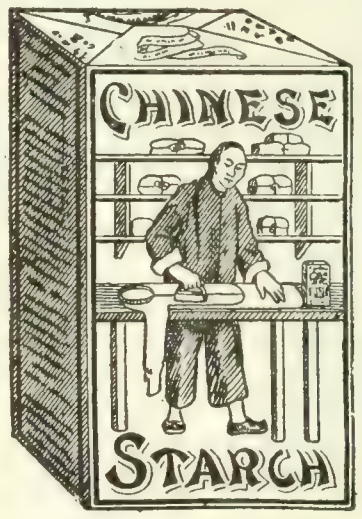
This tobacco is made of specially selected and cured leaves of a high quality tobacco. It is delightfully sweet, cool and non-irritating.

King George Navy Plug
A delicious chewing tobacco

This is a popular brand and is in every way a good proposition for you to handle—it sells fast.

Rock City Tobacco Co.,
LIMITED
QUEBEC

Chinese Laundry Finish on Home-Ironed Goods



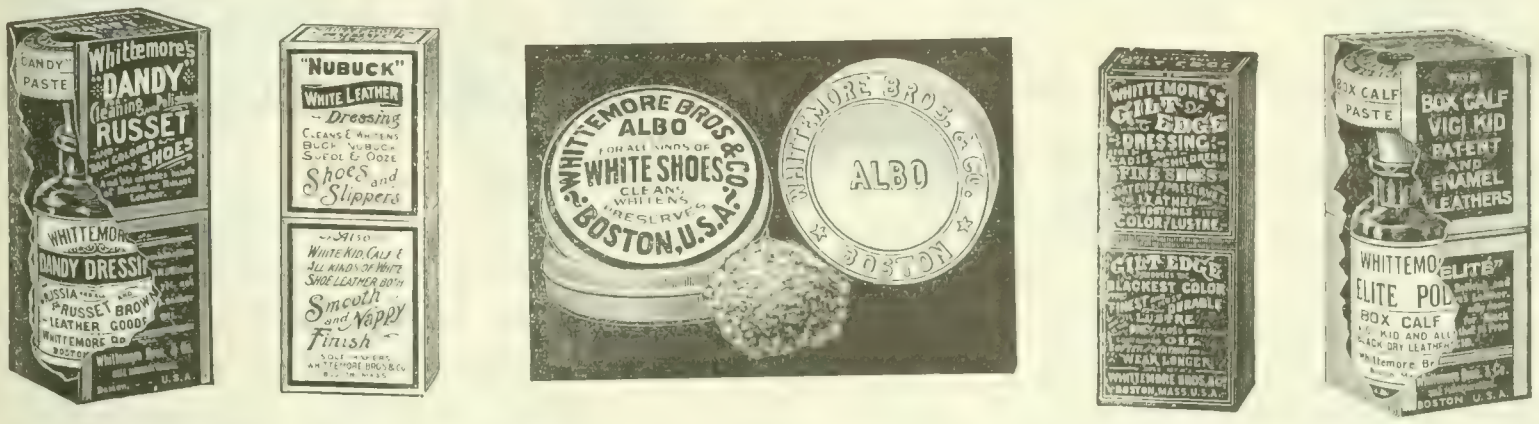
Your housewife patrons need not envy the Chinese laundry finish any longer for they can get just as nice a finish with the famous Chinese Starch, the only starch with two oils; one perfumes the linen, the other makes the iron slip—16 oz to the pound not 12.

Stock up for your Fall business now.

OCEAN MILLS, MONTREAL
O. Lefebvre, Prop.

AGENTS:—Standard Brokerage Co., Vancouver, B.C.; John J. Gilmor, Winnipeg, Man.; Harry Horne & Co., Toronto, Ont.; Norman D. McPhie, Hamilton, Ont.; The Lawrence Nfld. Co., Ltd., St. John's, Nfld.; J. J. McKinnon, Charlottetown, P.E.I.; Boivin & Grenier, Quebec, Que.; Eug. Foliot, St. Pierre, Miquelon; Scott, Boyd & Co., Port of Spain, Trindad, B. W. I.; Desmarais & Gregoire, Chicoutimi, Que.; and all the Wholesale Grocers throughout the Dominion.

Finest Quality *Whittemore's Shoe Polishes* Largest Variety



Oldest and Largest Manufacturers of Shoe Polishes in the World

"GILT EDGE" Oil Polish. The only Ladies' Shoe Dressing that positively contains OIL. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. Largest quantity. Finest quality. Polishes without rubbing. Retails 25c.

"ALBO" Cleans and whitens Canvas, White Buck, Suede and Nubuck shoes. Each cake in a zinc-tin box with sponge (see cut). Retails 10c. Each cake in a handsome aluminum box with sponge. Retails 25c.

"NUBUCK" White Leather Dressing cleans and whitens Buck, Nubuck, Suede and Ooze leathers, both smooth and nappy finish. Retails 25c.

"DANDY" COMBINATION. For cleansing and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. Retails 25c. **"STAR"** russet combination (10c size). Russet, Brown and Ox Blood pastes (5 sizes of each color).

"ELITE" COMBINATION. For those who take pride in having their shoes look A1. Restores color and lustre to all black shoes. Retails 25c. **"BABY ELITE" COMBINATION** (10c size). **"ELITE" PASTE** in 5 sizes.

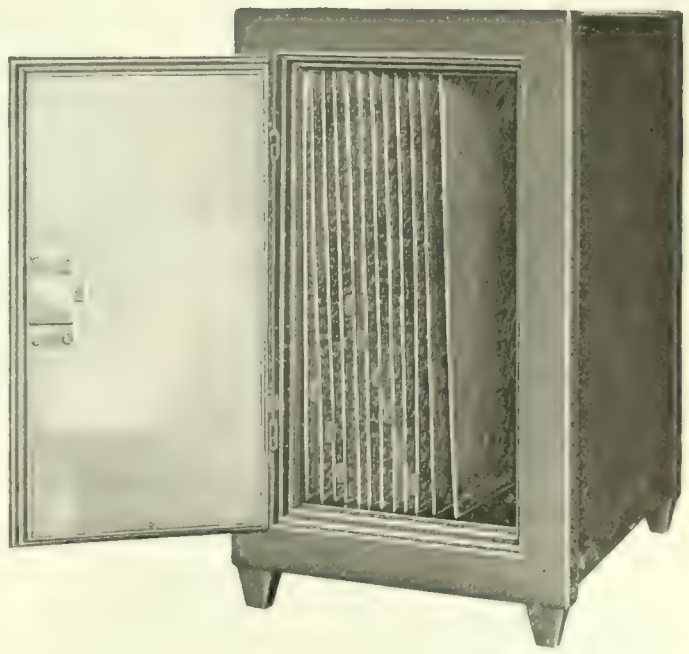
"QUICK WHITE" makes dirty Canvas shoes Clean and White. In liquid form, so can be quickly and easily applied. A sponge in every packet so always ready for use. Two sizes, retails for 10c. and 25c.

Send for circulars giving full particulars of our other Polishes to WHITTEMORE BROS. & CO., Boston, Mass., U.S.A.

For Sale by the Shoe Findings and Shoe Jobbing Trades of all Canada.

TWO AT THE PRICE OF ONE

Every Day Will Be A Holi-day



from bookkeeping worries if you instal an ULLMAN ACCOUNT REGISTER AND SAFE. Try one and you will not only satisfy yourself but your customers as well. It is a guarantee against mistakes and errors, shortens credits and is the best collector known. It is cheaper to buy one than go without.

Hamilton Ideal Manufacturing Company, Limited

Toronto Office—482 College Street. Montreal Office—181 Bleury Street

Every Pound Of Anchor Brand Flour

easily makes good bread

such as you will be told everywhere it is used. . "I simply set it in the evening away from any stove, and, next morning, I take and knead the dough a little bit, add a little more flour, let it stand for about an hour and a half, then shape it and put it in the oven without closing the oven door for a little while—then I close the oven door, using a moderate heat for the baking, and in every instance I can guarantee splendid bread if the flour is **'Sovereign.'**

Thousands of householders use **Anchor Brand Flour**, Sovereign grade, and never worry about the quality of their bread.

Leitch Brothers' Flour Mills, Ltd.

Makers of "ANCHOR BRAND FLOUR"

Oak Lake, - - Manitoba

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

MATCHLESS
LIQUID GLOSS

Customers come back again and again with "repeat" orders for Matchless Liquid Gloss. They find so many uses for it.

Cleans and disinfects as well as polishes.

Unequalled for furniture, pianos, hardwood floors (unwaxed), and all finished woodwork, as well as for linoleums and oilcloths.

Splendid, too, for renovating automobiles and carriage bodies.

Put up in handsome lithographed tins; also in half-barrels and barrels. Write to any of our agencies.

The Imperial Oil Co., Limited

Toronto Winnipeg Montreal

St. John Halifax

We have them

Giant

Prince

Globe

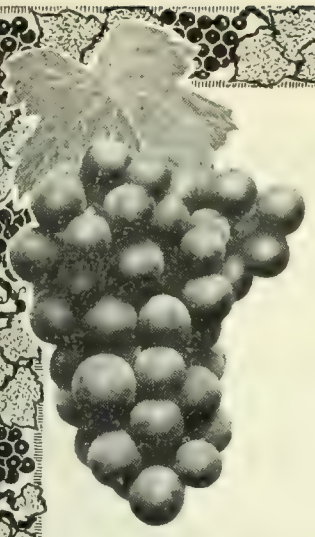
Beaver

Fruit Jar Rings

Quality Guaranteed

Walter Woods & Co.

HAMILTON and WINNIPEG



You can't find so satisfactory a Grape Juice to sell your trade as

Welch's

Grape Juice

Other Canadian Grocers find Welch's profitable—why not you?

You need not hesitate to recommend and sell Welch's Grape Juice to your customers—it contains nothing but the pure juice of the best selected grapes—we put nothing in it, either to alter its color, its taste or its keeping qualities—not even sugar is added—**it is guaranteed** pure, whole some, delicious.

New users will first purchase one or two bottles, then you will sell it to them by the case—you turn your money quickly and make a nice profit.
Make up your mind you will sell Welch's from now on. Write to-day for prices and names of Canadian distributors. We furnish attractive display material.

The Welch Grape Juice Company, Westfield, N.Y., U.S.A.

Supplement Your Meat Department With BRAND'S Turkey, Tongue and Bloater

With these popular additions to your meat department you are always in a position to offer your customer something just a little different—the little something that makes a sale where otherwise you might be turned down and a customer lost.

When goods bear the name "Brand" you can rely upon their quality.

There is big profit for the grocer. Order from your nearest jobber.

Among the meats we prepare for the high-class trade, the Turkey and Tongue, Potted Bloater, Ox Tongue and Sliced Beef are filling a very high position with the trade throughout the British Empire.

They are unequalled for quality, and are put up in a manner that ensures being preserved for an indefinite period.

Brand & Co., Limited

Purveyors to H.M. the Late King Edward VII.
MAYFAIR - - LONDON, ENG.

NEWTON A. HILL, 25 Front Street East, TORONTO
H HUBBARD, 27 Common Street, MONTREAL
McLEOD & CLARKSON, VANCOUVER

The Hall-Mark of Sardine Superiority

By Special Royal Permission.

The sardine lover is one of the most particular customers you have. This is a demonstrated fact, and the sale of a poor quality article will have the effect of driving such a customer from your store.

"KING OSCAR" on your sardines is a real insurance against dissatisfied patrons.

You can't afford to take chances — stock "King Oscar" Sardines and you are sure of the finest, uniform sardines carefully packed in pure olive oil. Get them from your wholesaler.

INSIST ON "KING OSCAR" BRAND.

CANADIAN AGENTS

J. W. BICKLE & GREENING

(J. A. Henderson)

HAMILTON, CANADA

THE

British Columbian Fisheries, Limited

Salmon Packers

SALMON BRANDS:—
"Location"
"Dreadnaught"
"Aliford Bay"

FRESH FISH

FISHING STATIONS:—
Skidegate
Aliford Bay
Cumshewa

Manufacturers of FISHMEAL, FERTILIZER, and SKIDEGATE DOG FISH OIL and RAT FISH OILS

OFFICES—
Bank of Ottawa Building, VANCOUVER
25 Victoria St., LONDON, ENG.

Telegrams "Fishfoods" Vancouver

Superlative Quality Consistently Maintained

Malcolm's preserved milk products are noted for their high and unvarying quality—only the richest and purest cow's milk being used.

Grocers should tone up their stocks with the Malcolm lines. Your customers will appreciate them.

Order from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax. We will prepay freight up to 50c per 100 lbs.

St. George Evaporated Milk, 4 doz. in case $3.60
Princess Condensed Milk, 4 doz. in case.. 4.50
Banner Condensed Milk, 4 doz. in case... 5.25

J. Malcolm & Son, St. George, On

D. W. C.

SPANISH OLIVES

are high class Quality-goods.

With the sale of D.W.C. Spanish Olives goes the customer satisfaction that all live grocers enjoy. And always with this satisfaction the grocer realizes an increased percentage of profit. D.W.C. stands for superior quality in both the olives and their preparation.

Your jobber handles them.

Rowat & Co.

Glasgow, Scotland

CANADIAN DISTRIBUTORS

Snowdon & Ebbitt, 325 Corlstine Building, Montreal, Quebec, Ontario, Manitoba, and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

Pacific Coast Fish

Order your requirements from the most progressive fish concern on the continent.

The Canadian Fishing Company, Limited

VANCOUVER, BRITISH COLUMBIA

Producers and shippers of all varieties of fish — fresh, frozen, smoked, salted and kippered.

Write us for prices and information.

Quality and Service Unequalled

His Influence Counts

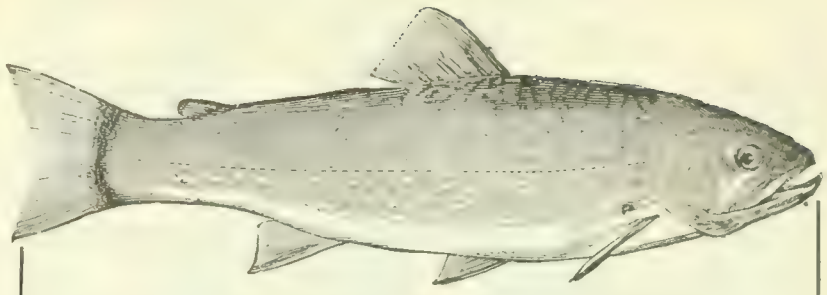
Give him a table salt that is always dry and fine—one that leaves the shaker evenly and without urging.

WINDSOR Table Salt

makes a firm friend of every man because it is dry and fine, never cakes or clogs in the shaker and it flavors food as it should be flavored—with not a trace of bitterness.

The Canadian Salt Co., Limited

Windsor, - Ontario



A Fish 5 Minutes From the Water

cannot have a more real sea flavor than do the **Brunswick Brand Sea Foods.** The flavor is retained by the employment of the latest and most modern methods of preparing and packing—immediately after the fish comes from the water.

Brunswick Brand Sardines in oil, one of our leaders, is holding the foremost place among Canadian packed sardines. They sell at a moderate price and pay a good profit.

Our years of experience and large modern factories enable us to turn out sea foods as nearly perfect as can be made.

Our supplies are the choice of fishermen's catches, caught in the neighborhood of our factories.

Known and appreciated all over Canada.

OUR CHIEF SELLERS

¼ Oil Sardines
⅜ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams
Scallops

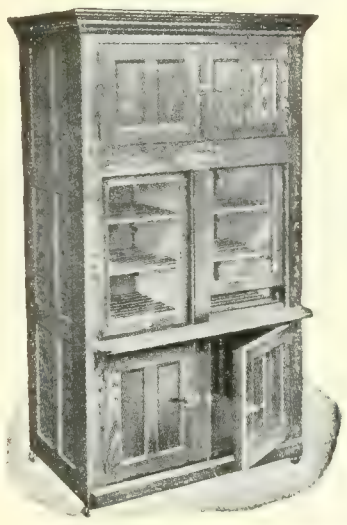
CONNORS BROS., LIMITED

Black's Harbor, N.B.

AGENTS:—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas Duncan, Winnipeg, Man.; Shallcross, Macaulay Co.; Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

EUREKA

Twenty-seven years of Eureka Refrigeration



Over a quarter century experience behind the manufacture of Eureka Refrigerators serves well to make this line the Standard of the Canadian Market. Eureka on a Refrigerator is a guarantee of perfection. The Eureka contains no zinc or galvanized iron or other offensive material likely to conflict with the Pure Food Laws. The Eureka way is the dry cold circulating air way.

WRITE FOR CATALOGUE AND PRICES.

Eureka Refrigerator Company, Limited

54 Noble Street, Toronto

Montreal Representative

JAMES RUTLEDGE Telephone, St. Louis 3076

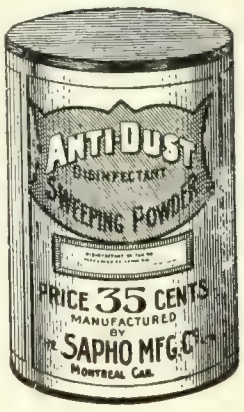
Distributing Agents, WALTER WOODS & CO., Winnipeg

Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon.

Dust on The Floor Means Dust on The Sunbeam. That Means Dust all Over.

Keep the Dust Down by Using

ANTI-DUST



After you find how nicely it works, tell your Customers all about it.

For Attractiveness of Tin and Quality of Powder You Can't Beat ANTI-DUST.

Sapho Mfg. Co., Limited

MONTREAL

"Young-Tom" Washing Powder

Maximum Service
Minimum Labor

You can lighten your housewife patron's labors and increase her joy and interest in her daily housework by selling her YOUNG-TOM washing Powder.

Are you prepared for the fall house cleaning with a good stock of "Young Tom" on your pantry and laundry shelf?

STOCK UP NOW.

Young-Thomas Soap Co., Limited

Regina, Canada

PACKARD'S WHITE "O" Shoe Polish

For Cleaning
White Canvas Belts, Shoes, Helmets, Etc.

PUT UP IN FOUR STYLES—viz:

Paper Wrappers at - - - -	.50 a doz.
Paper Boxes at - - - -	.75 a doz.
Wood Boxes at - - - -	1.00 a doz.
Zinc Boxes at - - - -	1.50 a doz.

A big seller at this time. For sale by all jobbers.

L. H. Packard & Co. Ltd.

MONTREAL

Those Trade Pulling, Profit Bearing Packages of

A. W. HUGMAN, LIMITED
MONTREAL

are becoming more popular every day. No chance of kick from the consumer over contents either.

RED ROSE **BAKING POWDER**
JELLIES
EXTRACTS

are sure leaders.

ORR & McLAIN, Winnipeg
CARRY STOCKS FOR WESTERN TRADE

KIT

COFFEE

"Perfectly simple to make
Simply perfect when made"

ARE YOU GETTING YOUR SHARE OF "KIT" PROFITS ?

Another Shipment has just arrived. Special Advertising and Samples supplied free—this month.

KIT COFFEE CO. Govan, Glasgow

ALEX. TYTLER, Temple Building, London, Ont.
W. H. LYNE USHER, 270 South St., Halifax, N.S
KIRKLAND & ROSE, 312 Water St., Vancouver, B.C. G. C. WARREN, Regina, Sask.
FREDERICK E. ROBSON & CO., TORONTO

Sterling BRAND

—the trade mark representing the highest pickle quality

Sterling stands between you and your customers and as a protection against dissatisfied pickle users.

Sterling Canadian relish is very popular with the trade and every new sale you make by introduction will result in continual demand. Send for trial order to-day.

The T. A. LYTLE CO., Limited
STERLING ROAD, TORONTO

Ceylon Green Teas

WRITE US FOR SAMPLES

WE HAVE SOME
SPECIAL OFFERS
TO MAKE TO YOU

Import Orders Solicited

John Duncan & Co., Montreal
Tea Importers **Est. A.D. 1866**

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations

272 Pages Bound in Cloth

ANOTHER NEW BOOK
By FRANK FARRINGTON
A Companion book to **Retail Advertising Complete**
$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

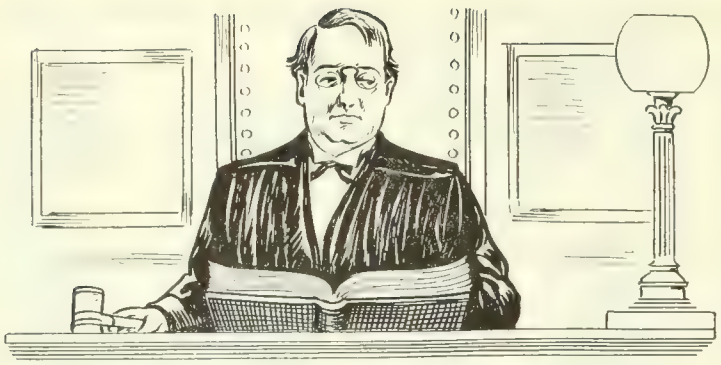
Here is a sample:

CHAPTER V.—**The Store Policy**—What it should be to hold trade. The money-back plan. Meeting cut rates. Selling remnants. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1.00. Keep the book 10 days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO

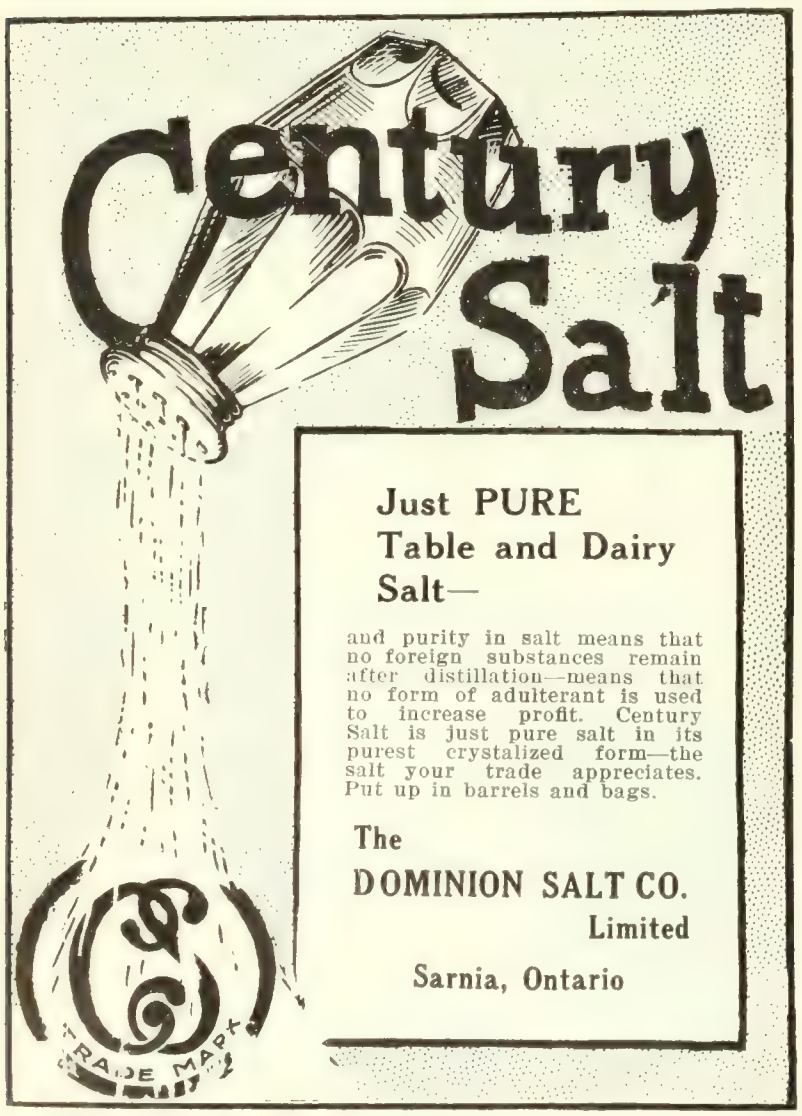


The Original
PURE FOOD LAW

Anything That's

Is Safe To Buy.

H.J.HEINZ COMPANY
PITTSBURGH


Century Salt
Just PURE Table and Dairy Salt—
and purity in salt means that no foreign substances remain after distillation—means that no form of adulterant is used to increase profit. Century Salt is just pure salt in its purest crystalized form—the salt your trade appreciates. Put up in barrels and bags.
The
DOMINION SALT CO.
Limited
Sarnia, Ontario
TRADE MARK

Canadian
National
Exhibition

EXPANSION YEAR

New Livestock Department
Everything in Agriculture
Exhibits by the Provinces
Exhibits by Dominion Government
Exhibits by Foreign Countries
Acres of Manufactures

MAGNIFICENT ART EXHIBIT

Paintings from Germany, Britain, United States and Canada
Educational Exhibits
Cadet Review
Japanese Fireworks
Canada's Biggest Dog Show
America's Greatest Cat Show

AND NERO THE BURNING OF ROME

The Musical Surprise
The Musical Ride
Auto-Polo Matches
Circus and Hippodrome
Roman Chariot Races
Athletic Sports
Great Water Carnival

IRISH GUARDS' BAND

Score of other Famous Bands
Twelve Band Concerts Daily
Wreck of the Airship
Withington's Zouaves
New Giant Midway
Grand Double Bill of Fireworks

PATRICK CONWAY'S BAND

Aug. 23 1913 Sept. 8
TORONTO

Showing Electric Recorder and Cash Till

Disputes lessen your prestige with your customers whether you're right or wrong

Every time you have a difference of opinion arise in settling accounts, you are leaving yourself open for criticism whether just or unjust and are losing a certain amount of your weight with your trade. All this can be totally eliminated by using

The McCaskey

ONE WRITING

Account System

It absolutely prevents any possible error in any of your accounts no matter how many you have. Your customers know as well as you do every time a transaction is made just how their account is standing. One writing does it—no delay in looking up books, no loss of your time or your customers'.

Send for literature to-day on the McCaskey System. It costs nothing and places you under no obligation whatever.

WRITE NOW.

Manufacturers of "Surety" Carbon Back Counter Check Books.

THE

Dominion Register Co.

LIMITED

TORONTO ONTARIO

Trafford Park, Manchester, Eng.
Melbourne, Australia

The Largest Manufacturers of Carbon Coated Salesbooks in the World.

Shirriff's

True Vanilla

has earned a great quality-reputation during the thirty years it has been upon the market. It is looked upon by housewives as

The Leading Canadian Vanilla

For that reason it commands the largest sale in Canada, and pays good profits to enterprising grocers in all sections of the Dominion.

Shirriff's True Vanilla is made from the finest Mexican Vanilla Beans, and aged until its exquisite flavor and bouquet are fully matured.

If you are not handling Sheriff's write us. We will arrange to have you supplied.

Imperial Extract Co.

Toronto

CLASSIFIEDADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

FOR SALE

NEW ARCTIC REFRIGERATOR, SIZE 7 ft. x 9 ft. x 10 ft. high (up-to-date), bargain for quick sale. Also new Toledo Scale. Apply Box 322, Simcoe, Ont.

FOR SALE—BAKE SHOP, STORE AND house located on Portage Ave., Winnipeg, two miles from centre of the city, in the thriving suburb of St. James. $3,000 cash down will handle, or arrangements can be made for rental. Box 489, Canadian Grocer, 34 Royal Bank Bldg., Winnipeg.

A LARGE WHOLESALE RETAIL AND MAIL order business situated in Western Ontario well established for years and doing an increasing and profitable business all over Canada, many lines being exclusive with unlimited opportunities for expansion. If you are a progressive business man and cannot expand where you are this is one of the best opportunities in Canada to-day. Address Post Office Box 223, London, Ont. (33)

GOOD GOING GROCERY BUSINESS FOR sale. Averages $600.00 weekly. Rent or sell building; 3 stories. Owner going West. Apply Box 491 Canadian Grocer

GROCERY FOR SALE

HIGH-CLASS GROCERY AND PROVISION business and fixtures for sale. Situated in Toronto, on corner in rapidly growing locality. Modern equipment; 2 delivery outfits, coffee mill, computing scales and interior fittings. Lease can be renewed at reasonable terms. Communicate direct with us. D. M. Johnson & Co., Real Estate, 948 Gerrard St. E., Toronto.

REPRESENTATIVES WANTED

A SIDE LINE FOR COMPETENT SALESmen—a commission of 25% will be paid to salesmen of ability calling on grocery, drug, cigar stores, confectionery stores, etc., throughout Canada. Strictly high-grade goods manufactured by largest concerns in Canada. Only men of ability need apply, and by letter only. H. Jackson, Room 724, 64 Wellington St. W., Toronto.

SIDE LINES WANTED

TRAVELLER CALLING ON THE RETAIL trade and mines in Northern Ontario would like some good side line. Address A. L. Box 155, Byng Inlet, Ont.

WANTED

WANTED — GROCER BUYER FOR BUSIness of $250,000 a year. Apply Goodwin's, Limited, Montreal.

MISCELLANEOUS

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro', Ont., solicits your orders.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St., West, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. tf

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

FIRE INSURANCE, INSURE IN THE HARTFORD. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice street, Toronto.

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

CIGAR EXCELLENCE
BEN BEY
10 Cents Worth of Delight

Your customers will appreciate your stocking this leader. Not only look good in the case but **smoke good**. Give them the best.

Write us or ask your jobber.

Ed. Youngheart & Co., Montreal

LIKE EVERY SUCCESS

MAPLEINE

has been followed by imitations and would-be substitutes, but remains pre-eminent as

AN ORIGINAL FLAVOR

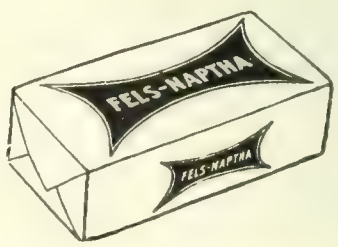
It won't cook or freeze out. Order from your Jobber, or:
Frederick E. Robson & Co., 25 Front St. E., Toronto, Ontario.
Mason & Hickey 287 Stanley St., Winnipeg, Man.

The Crescent Mfg. Co.
SEATTLE, - WASH.

Nearly Every

one of your women customers knows all about Fels-Naptha soap; the more they know it the more they like it.

Fels-Naptha is a soap of popularity. And it is dependable because it does all that is claimed for it.



Buyers' Guide

WRITE TO
10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
if you are interested in Irish trade.

COMTE BURNT OUT

Premises Gutted. All Correspondence Destroyed—All applicants for agency for our Superior Coffee please repeat application.

A FEW MORE GOOD AGENCIES OPEN
AUG. COMTE & CIE., LIMITEE
P.O. Box 2963, MONTREAL

Importers and Brokers Wanted
THROUGHOUT THE DOMINION FOR
WELL KNOWN OLD COUNTRY
TOFFEES PRESERVES
BOOT POLISHES HEALTH SALINE
FLY-CATCHERS, ETC.
Apply EDWARD KIDD & CO.
1080 Hamilton St., VANCOUVER, B.C.

GRATTAN & CO., LIMITED
ESTD. 1825
The Original Makers of
BELFAST GINGER ALE
Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

SUCHARD'S COCOA
The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.
FRANK L. BENEDICT & CO.
Agents Montreal

ONE CUSTOMER TELLS ANOTHER

They are so pleased with the results of Vol-Peek, that they pass the good news, telling that Vol-Peek mends holes easily and quickly in all kitchenware made of Granite, Iron, Tin, Aluminum, etc.

You will have many sales of Vol-Peek at a good profit as soon as you stock same.

Advertising supplied with each order.

SAMPLES ETC. FROM
H. NAGLE & CO., MONTREAL
OR
Fenwick, Hendry & Co., Kingston, Ont.
AGENTS

When writing advertisers, kindly mention having seen the ad. in this paper.

O. E. Robinson & Co.
Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - - Ontario
Established 1886.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

When writing advertisers kindly mention having seen the advertisement in this paper

HOLLAND RUSK

Holland Rusk is a perfect toast, ready to serve. Suggest it to your customers and thus increase your sales and profits.

HOLLAND RUSK COMPANY
HOLLAND. MICH.

Readers of The Grocer, Let Us Know Your Wants

The Canadian Grocer is in a position to secure information on new lines in the grocery trade, and of novelties occasionally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Canadian Grocer you are entitled to this service.

"Commercial Service"

Brantford Motor Trucks

Ensure Rapid Delivery

—for rapid delivery means delivery when your patrons deire it—not half an hour late. It means the one big feature whereby you are able to please your patrons and advertise your store as "The Grocery Where You Can Get Your Goods When You Want Them."

A card to us to-day will bring information which will doubtless be most interesting to you.

A Card will do—Write now.

Brantford Motor Truck Co., Limited
Brantford, Canada

Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

¶ "He must know before he begins it thathe must spend money — lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

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Champagne

See that you get

PIPER-HEIDSIECK

because it is the genuine, the often imitated, the never equalled. **Over 128 Years Since First Bottle Appeared.**

Sparkling, Foaming, Deliciously Bracing.

In Baskets and Cases.
Brut., Sec., Tres Sec.
Quarts, Pints, Splits.

Minerva Brand Pure Olive Oil.

How much?

Imported Petits Pois.

Soliel Brand,

the brand that made pea satisfaction possible.

.Frs. Petit & Cie. Brand.

Petits Pois Moyens.

You can retail these at 10c a tin and make money

Get Prices.

If you "Long Distance" or Wire we'll credit charges.

Laporte, Martin, Limitee

568 St. Paul St., - Montreal

Telephone Main 3766

PURVEYORS OF
JAMS, JELLIES AND
CANNED ENGLISH FRUITS

BY APPOINTMENT

TO
HIS MAJESTY
KING GEORGE V.

Chivers & Sons' Fruit Preserves

have a flavour that is unequalled, being composed of the choicest fresh fruit skilfully prepared. This delicious flavour may be attributed to their method of preserving and packing, almost immediately after the fruit is gathered. This is an advantage obtained by Chivers' factory standing in the midst of thousands of acres of orchards in the finest fruit-growing district of Cambridgeshire.

PURITY—CLEANLINESS—FRESHNESS—are the hall-marks of this world-famed make of food products.

A feature that you will find as a selling point is the careful packing in tins or bottles. By a special process all the tins are prepared so as to prevent the possibility of any detrimental effect on the fruit.

You safeguard your reputation, Mr. Grocer, by stocking foodstuffs of perfect purity and quality—tried and tested. You will find it the means of bringing many repeat orders—at good profit.

ORDER TO-DAY

CHIVERS & SONS, LIMITED

FRUIT GROWERS, - - - HISTON, CAMBRIDGE, ENGLAND

For samples and quotations apply to the agents:—

THE W. H. MALKIN CO., LTD.
57 Water Street
VANCOUVER, B.C.
(British Columbia and Alberta)

FRANK L. BENEDICT & CO.
45 St. Alexander St.
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(Canada and Newfoundland)

RICHARDS QUICK-NAPTHA
CUTS OUT THE RUB, RUB, RUB

Wash day with the ordinary laundry soaps has always been and always will be a case of rub, rub, rub, with dire effects on the housewife and the clothes.

With "Richards Quick-Naptha Soap" the labor is almost eliminated, the clothes come out cleaner and whiter, and in a much shorter time. "Quick-Naptha" is increasing its popularity every day throughout the Dominion—the sales show it. The price is only 5c, leaving a margin of profit for you of 26½%.

THE BEST LINES FOR FIVE CENTS
"Richards Pure"–"Richards Quick-Naptha"

These two lines represent the height of perfection in wash day requisites. They give the housewife 100 per cent. satisfaction in economizing her time, her labor, the wear on her clothes, and also cutting down her actual soap expense.

These are the best Five Cent lines on the market—in fact they are the best laundry and cleaning soaps at any price.

Your wholesaler has them.

Sanitary Cans
"The Can of Quality"

Tomatoes, Peaches, Pears, Plums, Apples.

Enamel Lined Cans for Strawberries, Raspberries, Beets.

Sanitary Can Co., Ltd.,
NIAGARA FALLS, ONT.

No Flies in My Store

This is the boast of the up-to-date Grocer, and this happy condition of affairs is easily brought about.

HOW TO DO IT

Before closing on Wednesday afternoons pull your windowblinds down to within ten inches of the bottom, place

WILSON'S FLY PADS

properly wetted on white plates **close together** along the whole window front, darken all the rest of the store as much as possible, so that all the flies will go to the strip of light where the Fly Pads are. On Thursday morning sweep up the dead flies and put the plates away until Saturday night, then repeat the operation over Sunday.

By following these directions exactly you will kill practically every fly in the store over Sunday and again on Wednesday afternoon.

DON'TS

Don't object to paying 60c. per dozen for the necessary two to four dozen plates, they will last for years.

Don't be silly and expect two or three Pads to kill all the flies in your store. **You must get the flies to the Pads, therefore use plenty of them.**

The plan is simple. It is effectual.

It is cheap. It is very little trouble, and the resulting flyless store is worth hundreds of dollars to any live Grocery business.

THE WILSON FLY PAD CO.

HAMILTON, ONT.

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CANADIAN GROCER

ONLY WEEKLY GROCERY PAPER PUBLISHED IN CANADA

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII. PUBLICATION OFFICE: TORONTO, AUGUST 15, 1913 No. 33

BOVRIL TAKEN

The Body-Building Power of BOVRIL Taken

Greatly increased demand for BOVRIL

Since the publication of the remarkable experiments with Bovril upon Human Subjects recently reported by the British Medical Association, the demand for Bovril has enormously increased. By these experiments the Body-Building Power of Bovril was proved to be from ten to twenty times the amount taken.

It will pay you to stock Bovril. Bovril sells itself. Send your order to-day and secure a share of this rapidly growing trade.

There is also an increasing demand for

Bovril Cordial

Bovril Cordial has the same Body-Building Power as Bovril, and is even more quickly soluble in hot water.

BOVRIL, LIMITED,
27 St. Peter Street, MONTREAL.

An amount of Bovril proportionate to the small black circle has been proved to produce an increase in flesh and muscle corresponding to the large yellow circle, showing the Body-Building Power of Bovril to be from 10 to 20 times the amount taken.

HERE THEY ARE

the new season's prices on

Upton's Products

Pure Jams, Pure Orange Marmalade, Pure Fruit Jams, etc.

Compare the quality—
then study the prices

The wise buyer is buying now and he is buying Upton's

UPTON'S PURE JAMS AND MARMALADES.

	16 oz. Glass 2 Doz. in Case Per doz.	No. 5 Pails 9 Pails in Case Per pail.
Strawberry Jam	$2.20	67c
Raspberry Jam	2.00	61c
Black Currant Jam	2.00	61c
Cherry Jam	1.90	61c
Red Currant Jam	1.75	52c
Gooseberry Jam	1.75	52c
Peach Jam	1.75	52c
Plum Jam	1.45	46c
Assorted Jam	1.75	50c
Grape Fruit Marmalade	1.60	45c
Orange Marmalade	1.50	42½c

UPTON'S PURE ORANGE MARMALADE.

12 oz. Glass Jars, 2 dozen in case ..... $1.10 per doz.
16 oz. Glass Jars, 2 dozen in Case ..... 1.50 per doz.
Pint Sealers, 1 dozen in case ..... 2.25 per doz.
No. 2 Tins 2 dozen in case, ... 2.00 per doz.
No. 4 Tins, 2 dozen in case ..... 35c per doz.
No. 5 Tins, 9 in crate ..... 42½c. per tin
No. 7 Tins, 12 in case ..... 57½c. per tin
No. 7 Wood Pails, 6 in crate ..... 57½c per pail
30 lb. Wood Pails ..... 8c. per lb.

UPTON'S PURE APPLE BUTTER AND PURE APPLE JELLY.

No. 5 Tin Pails, 9 pails in crate ..... 40c. per pail
No. 7 Tin Pails, 6 pails in crate ..... 55c. per pail
30 lb. Wood Pails ..... 8c. per lb.

UPTON'S PURE JAMAICA HONEY.

12 oz. Glass Jars, 2 dozen in case..... $1.50 per doz.

UPTON'S PURE CLOVER HONEY.

12 oz. Glass Jars, 2 dozen in case ..... $1.95 per doz.
16 oz. Glass Jars, 2 dozen in case ..... 2.75 per doz.

UPTON'S PURE TOMATO KETCHUP.

½ Pints, 2 dozen in case ..... $1.00 per doz.
½ Pints, 10 dozen in barrel ..... .95 per doz.
Pints, 2 dozen in case ..... 1.40 per doz.
Pints, 7 dozen in barrel ..... 1.35 per doz.
Quarts, 1 dozen in case ..... 1.75 per doz.
Quarts, 5 dozen in barrel ..... 1.70 per doz.

UPTON'S PURE FRUIT JAMS.

Raspberry & Apple, Strawberry & Apple, Peach & Apple, Plum & Apple, Red Currant & Apple, Black Currant & Apple, Cherry & Apple, Apricot & Apple, Gooseberry & Apple, Huckleberry & Apple, Fig & Apple.

12 oz. Glass Jars, 2 dozen in case ..... $1.00 per doz.
No. 2 Tins, 2 dozen in case ..... 1.90 per doz.
No. 5 Tin Pails, 9 pails in crate ..... 37½c per pail
No. 7 Tin Pails, 6 pails in crate ..... 52½c per pail
No. 7 Wood Pails, 6 pails in crate ..... 52½c. per pail
30 lb. Wood Pails ..... 7¼c. per lb.

PACKED IN ASSORTED CASES OR CRATES IF DESIRED.

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Raspberry, Strawberry, Black Currant, Red Currant & Pineapple Flavors.

9 oz. Glass Tumblers, 2 dozen in case ..... 95c. per doz.
12 oz. Glass Jars, 2 dozen in case ..... $1.00 per doz.
No. 2 Tin, 2 dozen in case ..... 1.90 per doz.
No. 5 Tin Pails, 9 pails in crate ..... 37½c per pail
No. 7 Tin Pails, 6 pails in crate ..... 52½c. per pail
No. 7 Wood Pails, 6 pails in crate..... 52½c per pail
30 lb. Wood Pails ..... 7¼c. per lb.

PACKED IN ASSORTED CASES OR CRATES IF DESIRED.

UPTON'S BAKER'S SPECIAL.

Raspberry Jam, in 30 lb. pails ..... 8c. per lb.
Peach Butter, in 30 lb. pails ..... 8c per lb.

Freight prepaid on ten cases or more shipped direct from factory to **WINDSOR, NORTH BAY, MONTREAL.** and to all intervening points in Ontario. To all other points a freight allowance of 25c. per cwt. will be made.

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GET INTO TOUCH AT ONCE

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Factory at:
HAMILTON, ONT.

Sales Dept.:
ST. CATHARINES, ONT.

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CASTILE SOAP
injures neither fine fabrics or delicate complexions

For the washing of fine summer fabrics, delicate lingeries, etc., recommend the pure and perfect soap *"Le Calice."*

Le Calice Castile Soap rings as honest and true, as the matchless steel blades of the old Spanish town from which it takes the name "Castile." It is not a tallow soap, positively contains no corrupt animal fat, *it is pure* as oil and skill can make it.

People appreciate this soap because they can rely on its purity and good washing qualities. Substitute no other, Mr. Dealer, if you haven't *"Le Calice"* in stock, get it from your jobber, it will pay you. Made only by Messrs. D. Leca & Co., Marseilles.

ARTHUR P. TIPPET & CO.

Agents

MONTREAL TORONTO

Prepared in Copper Kettles Boiled in Silver Pans Packed in Gold Lined Pails and Glass.

Mr. Grocer:—

We have the price and quality.

Compare ours with other makes before placing your orders for fall.

WAGSTAFFE PURE JAMS

New Season's Strawberry, Raspberry, Black Currant, etc., now ready for delivery.

Kindly get your orders in quickly, to avoid disappointment.

Wagstaffe Limited - - Hamilton, Can.

Borden's Milk Products are advertised, known and appreciated from one end of the continent to the other—they are the best that experience and perfectness of system can produce. They sell easily because they are known.

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"Leaders of Quality"

Branch Office: No. 2 Arcade Building **Vancouver, B.C.**

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Glasgow **Scotland**

1 lb. Floral Glass

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Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn, 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 47 Wellington St. East; Ottawa, E. M. Lerner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.

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By John H. Blake

This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects:

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Tea from Seed to Leaf
Tea from Leaf to Cup
The Tea Marts of the Orient
How to Test Teas
Where to Buy Teas
Is it Wise to Place an Importation Order?
Bulk versus Package Teas
HOW TO ESTABLISH A TEA TRADE
Tea Blending

(275 pages) (24 full-page Illustrations)

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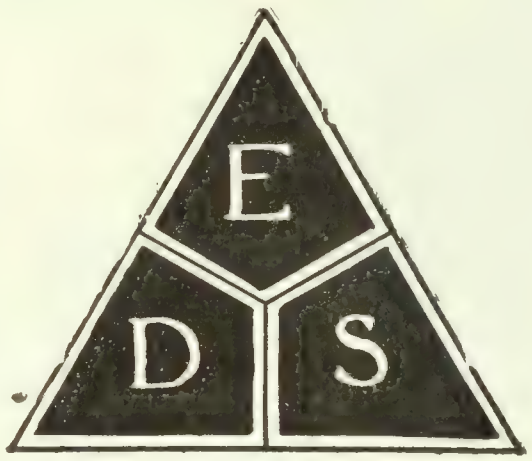
MacLean Publishing Company

(Technical Book Department)

143-149 University Ave., TORONTO

Raspberry Jams

Genuine because we make them so—Genuine because Government analyst says so



—they bear this trade mark, which is your protection

E.D.S. JAMS ARE MADE

100% PURE

The E. D. S. policy is to make only pure, genuine fruit products, and it is this policy that makes it possible for such a meritorious Government report to go to press (see bulletin No. 244).

The policy that makes it necessary for a commodious, well equipped factory to be placed right in the centre of our thousand acre farm—the policy that causes fruits to be preserved a few minutes after being picked—the policy that supplies the finest grade of pure cane sugar, is the policy that is back of the E. D. S. trade mark.

This sterling mark of genuine purity in preserved fruits is your protection. Place your orders now for E. D. S. Jams and Jellies.

New pack Raspberry Jam now ready for shipment.

MADE AND PUT UP AT THEIR OWN FARMS BY

E. D. Smith & Sons, Ltd.

WINONA, ONT.

Agents: Newton A. Hill, 25 Front St. E., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N.S.: J. Gibbs, Hamilton.

Simcoe Brand Baked Beans in their different styles—plain with chili or tomato sauce is the standard bean food of Canada.

The Simcoe Brand is very widely known from East to West, from North to South and everywhere known is the prime favorite. It is the family food, perfectly cooked and carefully prepared, by the most scientific process.

Few people appreciate the true-to-Boston bean flavor of the Simcoe Baked Beans as much as those who really know the flavor of the original Boston Baked Beans.

It is this appetizing flavor that makes the Simcoe Brand the most profitable for you to handle—that insures you quick, profitable turn-over.

Order Your Winter's Supply Now.

Dominion Canners, Ltd.

HAMILTON, ONT.

A trade pulling force—

"I can safely say that our window makes sales to the amount of $40 to $50 per week, each week"—this is a statement made by a grocer who has installed the "Showall" Window Fixture. Words of praise from elated dealers are coming in from every hand. These display fixtures not only give to the store that tone of refinement but they make artistic window displays possible with little effort.

THE BRANTFORD "SHOWALL" FIXTURE

of adjustable metal (nickeled) stands with plate glass shelves which can be arranged in a line of continuous shelves and forms the basis for a splendid background for any line of goods whatever. The "Showall" Fixture is used in the display of biscuits depicted above and 400 packages of biscuits were sold in three days. Drop a card for descriptive matter, inclosing measurement of window. The fixture will pay for itself in a few weeks. Delay means loss of sales to you.

The Brantford Showall Window Fitting Co., Brantford

67 WILLIAM ST.

QUALITY FIRST

has always been the motto of the Clark establishment and the enormous and rapidly increasing demand for Clark's PORK and BEANS is undoubtedly due to the care exercised in their preparation.

Clark's Pork and Beans

are your best sellers.
they are known and appreciated by the consumer.
They are advertised in a manner calculated to hold and increase your sales.
Prices to dealer and consumer are right.

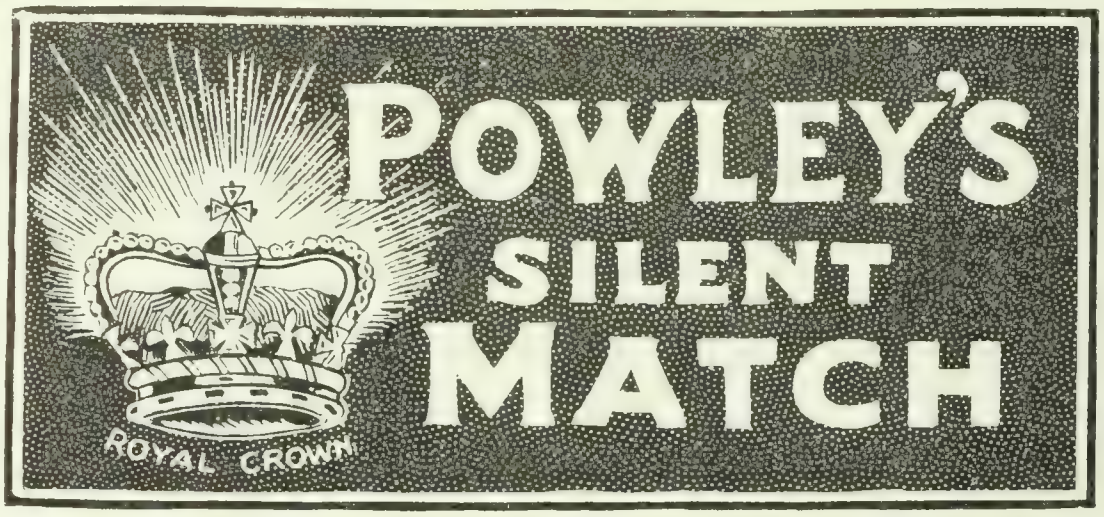
CLARK'S ARE LEADERS

W. CLARK, - MONTREAL

YOUR PROFIT 60%

It will pay you to sell

500 Good silent matches in each box.



144 attractively labelled boxes in each case.

We carry a full line of Wrapping Papers—Manillas—Kraft—Foreign and Domestic Parchment Fibre—checkered and striped papers—Star Egg Carriers and Trays. The Best grocery bags.

Write or phone for further particulars. Phones Adelaide 1392, 3077.

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62-66 JOHN ST. -:- -:- TORONTO, ONT.

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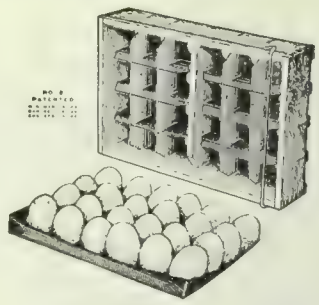


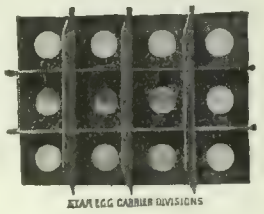
TWO DOZ. SIZE

Positively, that STAR EGG CARRIERS and TRAYS would absolutely prevent breakage and miscounts—are a most efficient candler at no cost to you at all—and would save you money and your employees' time when used for vehicle egg delivery—wouldn't you equip yourself, to-day?

DO YOU KNOW—That STAR EGG CARRIERS and TRAYS are GUARANTEED by us, to do all of the above and pay for their own installation besides? They must be satisfactory to YOU or, NO SALE.

In other words, we are guaranteeing you EGG PROFITS if you will use STAR EGG CARRIERS and TRAYS, a fact which thousands of retailers have proven to their utmost satisfaction.

IF YOUR JOBBER CANNOT SUPPLY YOU, WE WILL



Extra STAR EGG CARRIER DIVISIONS cost little and lengthen the long life of the STAR EGG CARRIER while keeping it absolutely sanitary.

Star Egg Carrier and Tray Mfg. Co.

1500 Jay St., Rochester, N.Y., U.S.A.

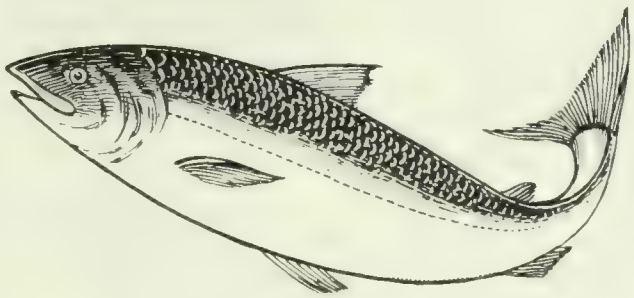
SALMON

FINEST BRITISH COLUMBIA

SOVEREIGN

Caught in Salt Water and Canned Immediately

SOCKEYE



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VANCOUVER, B.C.

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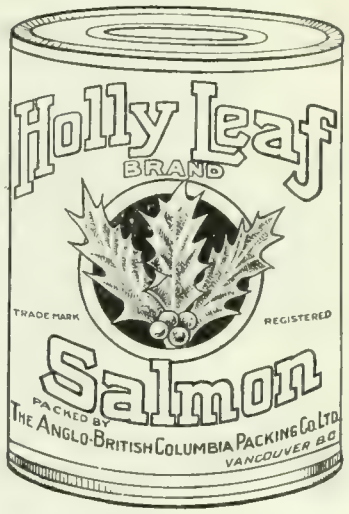
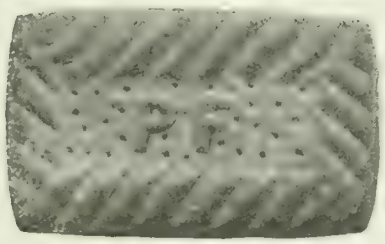


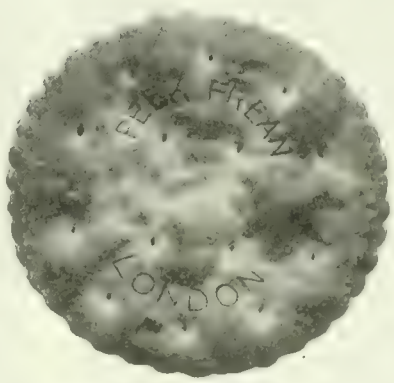
Quality is Our First Consideration

THREE VERY POPULAR BISCUITS



P.F SHORTCAKE

Delicious shortbread biscuits.
About 32 to pound.
About 325,000,000 sold first year.



GOLDEN PUFF

Very light and flaky.
About 42 to pound.

PAT-A-CAKE (reg'd)

Dainty shortbread squares.
About 60 to pound.
Over 425,000,000 sold in one year.

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Toronto—The Harry Horne Co., 309 and 311 King St. West, Toronto.
Ottawa and Eastern Canada—Frank L. Benedict & Co., Read Building 45 St. Alexander St., Montreal.

PEEK, FREAN & CO., Limited, Biscuit Manufacturers
LONDON - ENGLAND

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store
—and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

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LIMITED

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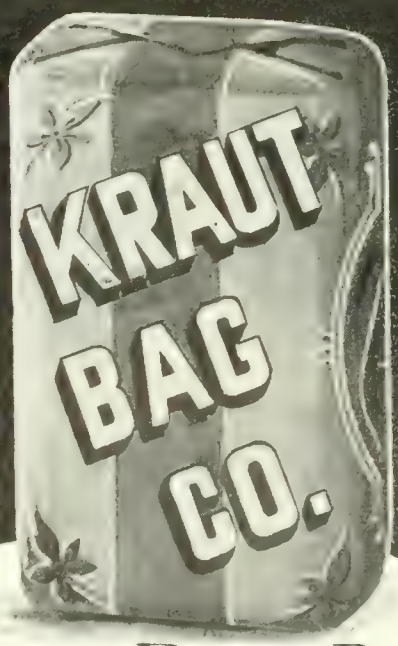
TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.

TO THE COFFEE & TEA TRADE



Use Fancy Paper Bags
Adolph Kraut Co.
57 Warren St. New York.

By Royal Letters Patent

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Crystal Leaf
GELATINE

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W. G. PATRICK & CO. LIMITED

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Every grocer knows that COWAN'S PERFECTION COCOA is a distinctly profitable article to sell. You can increase your sales by telling your customers of the many different ways in which it can be used. For Chocolate Ice Cream, for Chocolate Fudge, Puddings, Cakes, etc.,

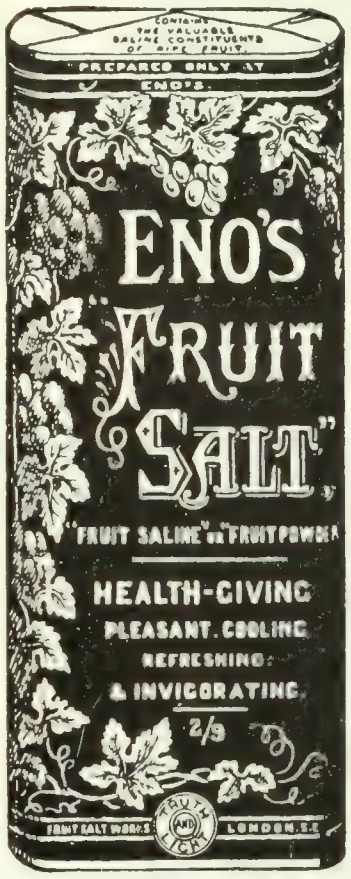
Cowan's Perfection Cocoa is unsurpassed.

The Cowan Company, Limited

TORONTO, ONT.

Every Household and Travelling Trunk ought to contain a bottle of

ENO'S "FRUIT SALT"



A gentle natural aperient that stimulates the organs of elimination.

A delightful sparkling draught that children like, that invalids can safely take without fear of griping or weakening effects.

Travellers need this valuable preparation to prevent sea-sickness, train-sickness, and illness caused by sudden changes of water or climate.

If you suffer from Constipation, Biliousness, or Indigestion, the regular use of

ENO'S "FRUIT SALT"

will promptly correct the disorders and greatly improve your general health.

This world-famous aperient has been in use for forty years, and to-day stands unrivalled.

"It is not too much to say that its merits have been tested from Pole to Pole, and that its cosmopolitan popularity presents one of the most signal illustrations of Commercial enterprise to be found in our trading records."

Sold by Chemists and Stores throughout the World

Prepared only by

J. C. ENO, Ltd., FRUIT SALT WORKS, London, S.E.

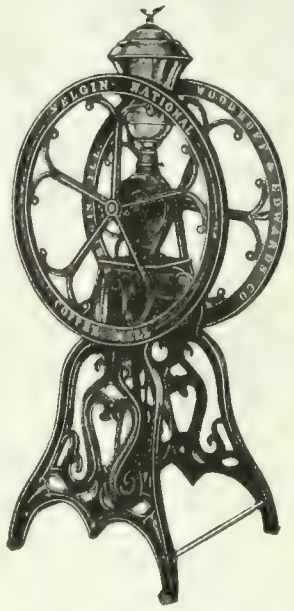
Put "Snap" into your daily profits

Every household in Canada is a prospective user of "Snap"—No house so refined, none so crude, but "Snap" may be used in it as a daily hand cleaner with absolute benefit. You can supply a great deal in your locality. Are you doing so?

Stock Now—Good Profits.

SNAP COMPANY, Limited
MONTREAL

The Elgin Coffee Mill



Is made in all styles and classes to suit all requirements.

THE FIRST COST IS THE ONLY COST

The saving in the initial expense is only the beginning — there is no overhead expense for operation. A few turns and the coffee is ground, runs easily, grinds perfectly.

Ask any of these jobbers for our illustrated catalog.

HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
MONTREAL—The Canadian Fairbanks Co. (and branches).
LONDON—Gorman, Eykert & Co.
& Co.
ST. JOHN, N. B.—G. E. Barbour Co., Dearborn & Co.
WINNIPEG—Blue Ribbon, Limited (and branches); The Codville Co. and branches).
REGINA, SASK.—Campbell, Wilson & Strathdee, Ltd.
SASKATOON—Campbell Wilson & Adams, Ltd.
EDMONTON, ALTA.—The A. MacDonald Co.
CALGARY—Campbell, Wilson & Horne, Ltd., and P. D. McLaren, Ltd.
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelley, Douglas & Co., Ltd.; Empress Manufacturing Co.

MADE BY **Woodruff & Edwards Co.**
ELGIN, ILL., U.S.A.

Royal Shield Jellies

Pure, Delicious, Always Ready Sale

The increasing popularity of **Royal Shield Brand Jelly Powders** is the outcome of unequalled quality, the result of Royal Shield Service.

This is the best season of the whole year for the sale of jelly powders. They make particularly delicious jellies to be served either alone or with fresh ripe fruits.

Send for trial order of Royal Shield Teas, Coffees, Baking Powder and Jelly Powders.

Write to-day to any of our offices.

Campbell Bros. & Wilson, Limited
WINNIPEG

Campbell, Wilson & Adams, Limited
SASKATOON

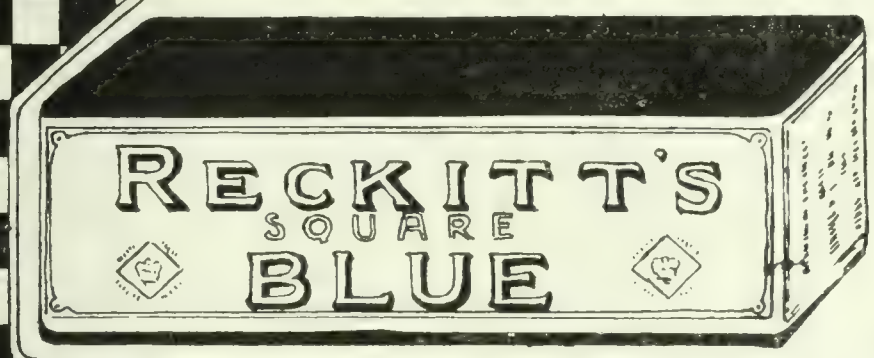
Campbell, Wilson & Horne, Limited
CALGARY, EDMONTON & LETHBRIDGE

Campbell, Wilson & Strathdee, Ltd.
REGINA

WHOLESALE GROCERS AND IMPORTERS

There is a Scientific Reason

why the use of Blue makes linen white and why **Reckitt's Blue** is so good, but your customers are only interested in the results, and when they see the dainty whiteness produced by Reckitt's Blue they say to themselves—**"My store supplies the Best!"**



Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

Brantford Cold Storage Co., Limited
Wholesale Produce Merchants.
Dealers in Eggs, Butter, Cheese, Honey and Poultry.
In Car Lots a Specialty.
A Modern Cold Storage for Public Storing.
BRANTFORD, ONT.

Japan Teas on Spot
Congou Teas on Spot
Ask for samples.

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

Import—Export 'Phones { Office 2190 / Residence 1556
NORMAN D. McPHIE
MERCHANDISE BROKER
COMMISSION MERCHANT
MANUFACTURERS' AGENT
Handling General Grocery, Spice and Produce Lines
Federal Life Building
HAMILTON, - Ont., Canada

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

CONVENIENT, MODERN, WAREHOUSING
at Ottawa, tracks at the door, connection with steamers. Fireproof. Excise Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.,
46-52 Nicholas Street - - Ottawa

WESTERN PROVINCES.

ORR & McLAIN
Importers, Buyers and Manufacturers' Agents
Domestic and Foreign Agencies Solicited
507 Confederation Life Building, Winnipeg

H. P. PENNOCK & CO., LTD.
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturers wanting live representatives.

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

Eastern Manufacturers Limited
Manufacturers' Agents,
Saskatoon, Saskatchewan.
Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established. 15 Years
Domestic & Foreign Agencies Solicted

HOLLOWAY, REID & CO.
Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

WESTERN PROVINCES—Continued.

W. H. Escott Co., Ltd.
Wholesale
Grocery Brokers
181-183 Bannatyne Ave.
Winnipeg, Canada
Branches Covering
All the Wholesale Centres in the West
Western Agents for
Dominion Molasses Co.
Domolco and Gingerbread Molasses.

NORTH-WEST SPECIALTY CO.
Manufacturers' Agents
Cover Saskatchewan completely. All large centres visited monthly. Open for agencies for all kinds of Store Fixtures and Specialties. Warehousing facilities.
Suite 109 Willoughby-Sumner Stock
Saskatoon, Saskatchewan.

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines, Domestic and Foreigh agencies solicited.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited
230 Chambers of Commerce.
P.O. Box 1812.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS
and
MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

Manufacturers' Agents and Brokers' Directory

(Continued.)

Western Provinces—Continued.

SIMPSON PRODUCE CO. Winnipeg Man.

Will be pleased to discuss with agents or manufacturers of Bakers', Butchers' or Grocers' specialties, the introduction of their lines to the Prairie Provinces—we go direct to the trade or through the Jobbers.
Dealers in High Class Produce and Provisions.

Simpson Produce Co. 248-252 Princess St. Winnipeg Man.

LEADLAY LIMITED
332 Bannatyne Ave.,
Winnipeg, Man.

Grocery Brokers & Importers.
"Eiffel Tower Lemonade."
"Foster-Clarkes Cream Custard.

BRITISH COLUMBIA.

McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission Agents

352-6 Cambie St., Vancouver, B.C.

Can give strict attention to a few first-class Grocery Agencies. Highest References.

O'Loane, Kiely & Co., Ltd.

WHOLESALE GROCERY BROKERS
CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY

We cover British Columbia and Alberta
Head Office - - Vancouver, B.C.
Reference: The Bank of Montreal.

WORLD RENOWNED

BRAND STUHR.

STUHR'S
GENUINE CAVIARE,
ANCHOVIES IN BRINE
(Salted Sardels).

In Tins and Glasses.

"Please ask for our offer"

C. F. STUHR & CO., HAMBURG.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

SHIP YOUR CARS TO
FERGUSON'S SIDING

Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.

FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.

We have records in our vaults covering ten years' satisfactory service.

C. E. DISHER & CO.
WHOLESALE GROCERY BROKERS AND COMMISSION AGENTS
CANNED AND DRIED FRUITS, BEANS, SALMON
Victoria VANCOUVER, B.C. Calgary

E. O. CORNISH
COMMISSION AGENT
Canned Goods a Specialty
821 Pender St. W., Vancouver, B.C.

The CAMPBELL BROKERAGE CO.
Manufacturers' Agents and Commission Brokers.

We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.

857 Beatty Street . Vancouver B. C.

McCANN & LANGFORD
Winch Building Victoria, B.C.
Manufacturers' Agents and Commission Brokers.
We can give special attention to a few good agencies. Anything we handle we push
References: Bradstreets, Royal Bank, Union Bank.

The CHAMBERLAIN-DOWNEY
Company, Limited.
Wholesale Jobbers & Manufacturers' Agents.
Grocery, Confectionery and Tobacco Specialties.
Correspondence solicited on Domestic and Foreign Lines.
TRACKAGE AND WAREHOUSE,
1214 Homer Street, Vancouver, B. C.

When writing advertisers, kindly mention having seen the ad. in this paper.

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references.
Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

Every Merchant who handles—

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contains no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you
If you have a bad headache,
If you are feverish
If you do not sleep well,
If you are nervous
If you have LaGrippe,
If you suffer from neuralgia
These powders are very good for children cutting their teeth
18 Powders for 25 cents
DIRECTIONS

knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. *Mathieu's Syrup of Tar and Cod Liver Oil is a specific in all forms of colds.*

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name .....
With (Name of firm) .....
Street .....
City or town ..... Prov. .....

Tartan BRAND

THE SIGN OF PURITY

COFFEE

GROWN, ROASTED AND BLENDED FOR GROCERS WHO VALUE SATISFIED CUSTOMERS

Royal Stewart
A blend of the highest grade to satisfy particular people.
Retails at 45c.

Gordon
A blend of high grade Coffees, pleasant and satisfying.
Retails at 40c.

Highland Lassie.
A blend of good Coffees to retail at 35c.

Rob Roy
Cheap in price but worthy in quality.
To retail at 30c.

BALFOUR, SMYE & CO., Wholesale and Manufacturing Grocers HAMILTON

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax, - N.S.

A Seasonable Line

OUR NEW

Sandwich and Salad Olive

all ready for the table

Pimento Stuffed
Celery Stuffed
Plain Pitted

in salad form

Ask your wholesaler for this 8 oz. bottle.
Retails at 25c.

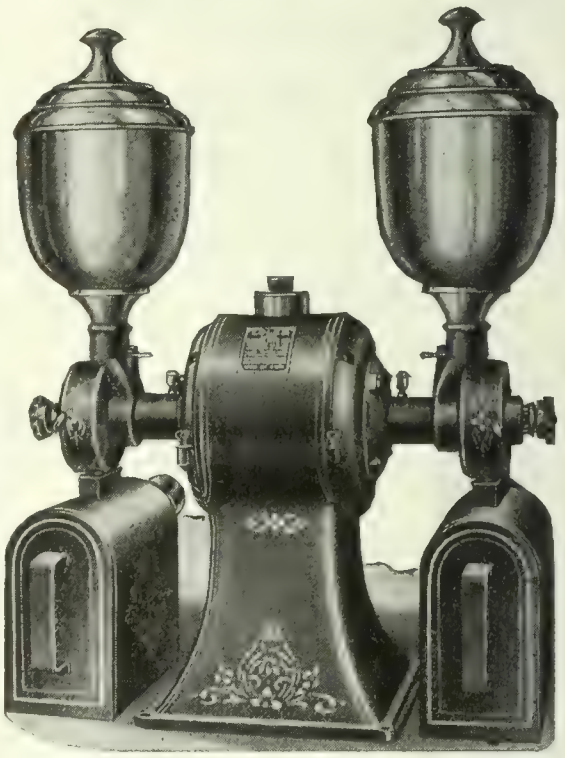
Gorman, Eckert & Co.

LONDON, ONTARIO

Western Selling Agents:
MASON & HICKEY, Winnipeg

More Than Ever in a Class by Itself

One of our 12 new models. Wouldn't it be a good idea then to look into the Coles? It ranks with the best and meets your price.
26 models of electric machines.
Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO.

1615 North 23rd St. PHILA., PA.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

THE FISHERIES EXHIBIT

GOVERNMENT BUILDING,

Canadian National Exhibition,
Toronto
Aug. 23rd to Sept. 8th, 1913

is well worth a visit from every retailer.

To handle fish successfully you must get information from first hands.

VISIT OUR EXHIBIT

Our representative will welcome you and show you:—

Fish of all kinds, true to life, swimming in a specially constructed aquarium.

Boats and equipment used in the deep-sea fishing of North Atlantic Ocean.

Model refrigerating plant, showing the fish in cold storage.

All kinds of fresh and cured North Atlantic Sea Products.

During certain hours of each day fish will be cooked and distributed from a special counter near our Exhibit, while recipe books can be had on application.

Take home one of our free interesting illustrated booklets describing the catching and handling of **North Atlantic** fish.

CURIOS
Not freaks but remarkable. Every specimen in our cold storage plant worth a visit alone.

North Atlantic Fisheries, Limited,

Head Office: Halifax **Selling Branch: Montreal**

PROFIT

There is more in **JAPAN TEAS** than any other kind. Consignments of new crops (owing to its excellent quality) are picked up immediately on receipt of shipping samples.

FURUYA & NISHIMURA

PURE STRAWBERRY JAM
CHIVERS' QUALITY

We are in a position to protect you for your requirements in Strawberry and other Jams, either immediate or future delivery, and can supply you with CHIVERS' QUALITY.

Do not buy the first jam offered you, thinking you will not be able to secure your supplies. We can protect you, and besides guaranteeing delivery we can save you money and give you CHIVERS' Quality.

Our bookings are quite heavy owing to the complete satisfaction given by CHIVERS' goods in the past. Get in touch with our travellers or write us direct and take advantage of our SPECIAL 1913 INTRODUCTORY OFFER ON CHIVERS' LINES.

FENWICK, HENDRY & CO.
Manufacturing Wholesale Grocers
KINGSTON, ONTARIO

Cairns'
Finest Scotch Preserves
—the finest in the land

They delight the most fastidious tastes and make a permanent place for themselves in the homes of the majority.

Dealers of quality goods find Cairns' Fruit Products excellent sellers.

Alexander Cairns & Sons

Paisley, Scotland

Canadian Agents:
Snowdon & Ebbitt
Montreal

McLeod & Clarkson
Vancouver

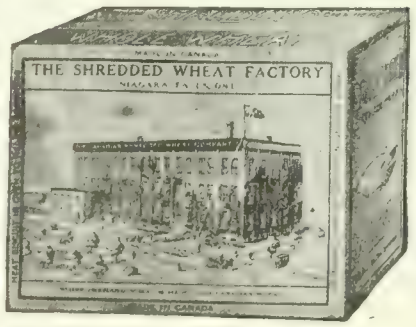
We Sell It For You

It is our aim to sell

SHREDDED WHEAT BISCUIT

before it goes on your shelves. There are many talking points about our product, but we do all the talking for you. It is the only cereal breakfast food made in biscuit form, and the only one that is packed in substantial wooden cases. Shredded Wheat is always ready-cooked, ready-to-serve. It is not only delicious as a breakfast food with milk or cream, but wholesome and nourishing with all kinds of fruits, stewed or preserved. Are you getting your share of the business we are creating for you?

Shredded Wheat is packed in neat, substantial wooden cases. The empty cases are sold by enterprising grocers for 10 or 15 cents each, thereby adding to their profits on Shredded Wheat.



The Canadian Shredded Wheat Co., Ltd.

Niagara Falls, Ont.

Toronto Office
49 Wellington Street E.

(S-93)

St. Lawrence Granulated

—the sugar that is 100% pure cane—that's always uniform

The "Big Fruit" Season Means Big Sugar Sales

The season for the big fruit, such as peaches, pears, plums, etc., is knocking at your door. Are you prepared for it with a good stock of a high grade pure cane sugar? You can safely recommend St. Lawrence granulated and guarantee it 100 per cent. pure cane. It is put up in 2 and 5-pound cartons, 20 and 25-pound cotton bags — a very convenient way to handle sugar for both yourself and your trade. 100 lb. bags and barrels.

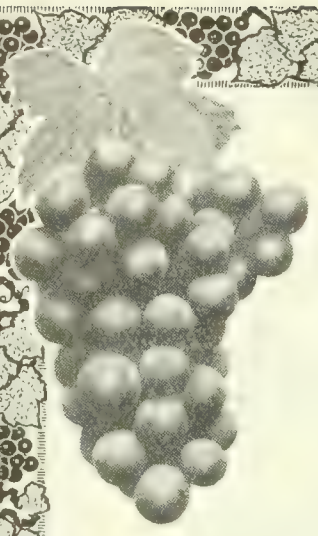
We give prompt delivery.

Order

St. Lawrence Granulated

in any or all grains

Red Label	Blue Label	Green Label
for fine grain	*for medium grain*	*for coarse grain*



You profit by selling your trade the very best

Welch's

Grape Juice

Canadian Grocers find Welch's a profitable, quick seller

Just as the retail grocer in the United States has found Welch's Grape Juice a profitable, quick seller, so has the Canadian grocer.

So, if you are not selling Welch's you are missing a big opportunity.

You will find that you, too, can build up a nice trade on Welch's, because every family in your community is a prospective user of welch's.

Welch's is made of the pure juice of the finest Concord grapes, with all of the delicious, tart, fruity flavor retained—a family beverage for the old and the young.

Write for prices and names of Canadian distributors.

The Welch Grape Juice Company, Westfield, N.Y., U.S.A.

L. & B.

BANNER BRAND JAMS AND JELLIES

Stand at the very top for high quality, quick selling and profitableness in fresh fruit products. Most aggressive dealers know that profitableness in Jams and Jellies depends on certain essentials. These are: delicious, fresh, full fruit flavored goods, the kind that makes repeats and sells at a moderate price. L. & B. Banner Brand fills these essentials to the letter. That is why they are so popular.

LINDNERS LIMITED

340 Dufferin St:, TORONTO Phone Park 2985

Representatives:—The Amos B. Gordon Co., Toronto; Watt, Scott & Goodacre, Montreal; H. D. Marshall, Ottawa, Ont.; C. A. Munroe, New Brunswick; W. H. Lyne Usher, Nova Scotia and Prince Edward Island; H. Donkin & Co., Vancouver; Western Office at Winnipeg.

Messina Lemonade Powder

Just the thing for this hot weather. The truest lemon flavor is there. If you want any better, well, you will have to take a lemon itself.

Each Tin a Repeater,
And a Tin of Profit.

Henri Jonas & Co., Montreal

BUY

"Redona" and "Matador"

SHELLED

ALMONDS

The most popular amongst the Grocery and Confectionery Trades

COSMELLI & COMPANY

Packers and Shippers of the well-known Red "C" and Red "B" Fruit Pulps.

Monument Buildings, London, England

A ROYAL TEA HOUSE

The United Kingdom Tea Co. are now starting to open up Agencies in all Towns and Cities of Canada, with only ONE HOUSE in each place that will control this TEA. Apply now to Kirkwood & Sons, 176 Dupont Street, Toronto. U. K. TEAS are put up mixed and black, in ¼, ½ and 1 pound packages; each case contains 30 lbs. Terms 60 days, freight allowed on 5-case lots from stock in Toronto.

30 cent quality will cost you ..... 24 cents
40 cent quality will cost you ..... 28 cents
50 cent quality will cost you ..... 35 cents

Figure your profits and compare with other Package Teas. In one sense this may be said to be a Royal Tea House. The United Kingdom Tea Company, Ltd., London, England, hold Warrants of Appointment to H.M. King George V., and H.M. Queen Alexandra, H.R.H. the Duke of Connaught, and others of the Royal Family; and are, likewise, Tea Merchants to both the House of Lords and House of Commons. The Company's tea is regularly supplied in the hotels and restaurants of the London and North Western Railway Company, the Great Western Railway Company, the Great Northern Railway Co., and the Great Eastern Railway Co., in upwards of three thousand other hotels and institutions, in numerous clubs, colleges, schools and hospitals, and to many of the canteens and messes of the Army, as well as to thousands of customers all over the world. The directors are Messrs. C. E. Ayshford, C. V. Henderson, and J. H. Morphew, and the continued success of the house is primarily due to these gentleman, supported, as they are, by a picked staff, like themselves, of practical men. A long list of gold medals and awards carried off at great exhibitions attest to the value of the Company's output. There are branches at Dublin and Bombay, and Continental depots at Paris, Vienna, Berlin, Milan, Bucarest, and Galatz, whilst agencies exist in almost every part of the civilized world.

ROQUEFORT CHEESE

Guaranteed real Roquefort cheese, MADE FROM SHEEP'S MILK ONLY. Beware of IMITATIONS.

Le Phenix Brand, Gold Medal, Paris, France; Diploma of Honor, Toulouse, 1911; Grand Prize, Antwerp, 1911; Pau, 1912, and Limoge, 1912.

We represent one of the largest manufacturers in Roquefort, France, and are now booking orders for delivery about October 1st next.

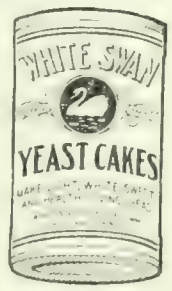
Each cheese weigh about 5 lbs., 12 cheese per box. Price, delivered by Express, any station in Ontario, 34 cents per pound; all east of Ontario 35 cents per pound; all west of Ontario 36 cents per pound; f.o.b. Toronto, 33 cents per pound.

Kirkwood & Sons

176 Dupont Street,
Toronto, Ont.

White Swan

A Good Seller



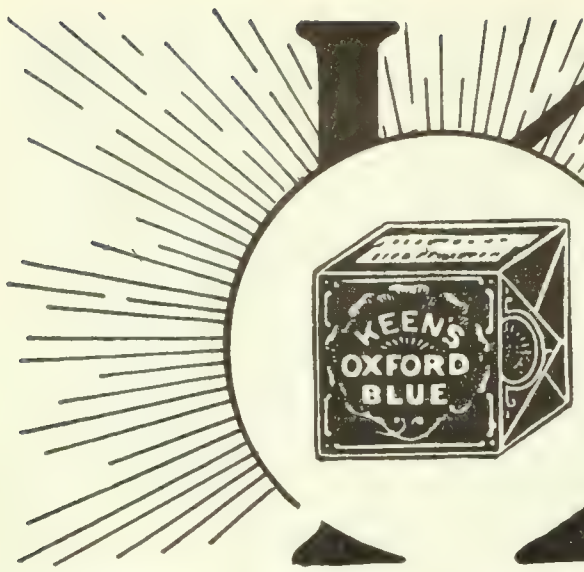
White Swan Yeast always raises the housewife's bread evenly. She knows that she can always depend on having a good batch of bread when she uses *White Swan Yeast*, therefore, she always insists on having it. You can hold her trade by carrying this brand. Remember, we guarantee every package.

WHITE SWAN YEAST
NEVER FAILS.

"Surity of Purity"

Order From Your Wholesaler or Direct

WHITE SWAN SPICES & CEREALS LIMITED
TORONTO **ONTARIO**



KEEN'S OXFORD BLUE

KEEN'S OXFORD BLUE is known and appreciated where the cleanest and whitest washing is done, and is to-day the favorite of the modern housewife, as it was the choice of her parents and grandparents.

FOR SALE BY ALL THE CANADIAN JOBBING TRADE

MAGOR, SON & COMPANY, Limited

403 St. Paul Street, Montreal — 30 Church Street, Toronto

Agents for the Dominion of Canada

Your Customers Return For These Two Leaders!

BENSON'S
Prepared Corn
FOR CULINARY PURPOSES

SILVER GLOSS
Home Laundry Starch
THE WASH-DAY FAVORITE

Standards for over half a Century

IT'S THE QUALITY THAT BRINGS THE REPEAT ORDERS

THE CANADA STARCH CO., LIMITED

Manufacturers of the EDWARDSBURG BRANDS

Montreal Cardinal Toronto Brantford Vancouver

Getting The House Cleaning Trade

When one wakes up these mornings the air smells much like "Exhibition or Fall Fair Weather." There is a tint to it that makes a person understand that summer is on the wane and that the autumn season will soon be with us again. September brings with it the fall housecleaning time and every grocer should be well prepared to meet it with the proper goods. This is the first of a number of articles dealing with housecleaning goods, their uses and selling suggestions.

Fall housecleaning time is near at hand.

Are you getting ready for it

Not in your home, but in your store.

Are you planning a big campaign for pushing the sale of all kinds of housecleaning goods ?

It will pay you in two ways: it's quite worth while for increasing sales, and, as in every other timely campaign, it will raise your stock throughout the whole neighborhood as an up-to-date merchant who is always supplied with the best of seasonable goods and is planning intelligently, so that he may be of the utmost service to his customers.

It is one of the best ways to win their confidence and hold their trade: and equally as effective in drawing in new customers.

The usual methods for pushing sales will be found available here: a window display, an inside display, advertising and personal canvassing of customers while you wait upon them.

Listing the Goods Required.

Before planning for your window perhaps it would be well to make a list of the goods that are in the field:—ammonia powders, chloride of lime, polishes of various kinds, sweeping powders and all dirt chasers. Bleaching powders should fall in line, and scrubbing brushes, and mops and those new but growingly popular dustless, chemically-treated, antiseptic mops and dusters. Silver polishes and glass polishes; articles that will "cut the grease" and scourers for pots and pans and burnishers for stoves and stove pipes.

Anything, in fact, that will make the dirt fly, walk or run, will come in handy and your customers will appreciate the completeness of the "remedies" that you can lay before them.

Sell Goods of Quality.

But, as in everything else, be careful of what you sell, for it is becoming more and more an unwritten law of business that the man who sells an article, wittingly and unwittingly, gives with it a personal guarantee of quality, a pledge from himself that it will do the work for which he sells it. Failure to make good in these, as in all other lines, must always jeopardize his own reputation and his business relations.

Get acquainted, then, with these goods. Test the various powders yourself, or have your friends try them out. After that, with knowledge, you can recommend them.

Knowledge Pays Good Dividends.

Next learn something at least about how to use them, and get your clerks to do the same. Take ammonia powder. Know that in this form it is odorless, but a strong gas rises when water is added. Know that it is a disinfectant as well as a cleanser; that it is good for washing clothes and dishes; sometimes with and sometimes without soap; that it softens the water and is good for a bath as well. Also that it does not lose strength when kept dry. The more you know about any article, the better the chances for salesmanship.

When it comes to dressing your windows, a hundred ways may suggest themselves. You could specialize on a single line at a time, and make frequent changes to others. Or you could have a general display at first if you think that will give a stronger impression.

Suggestions for Displays.

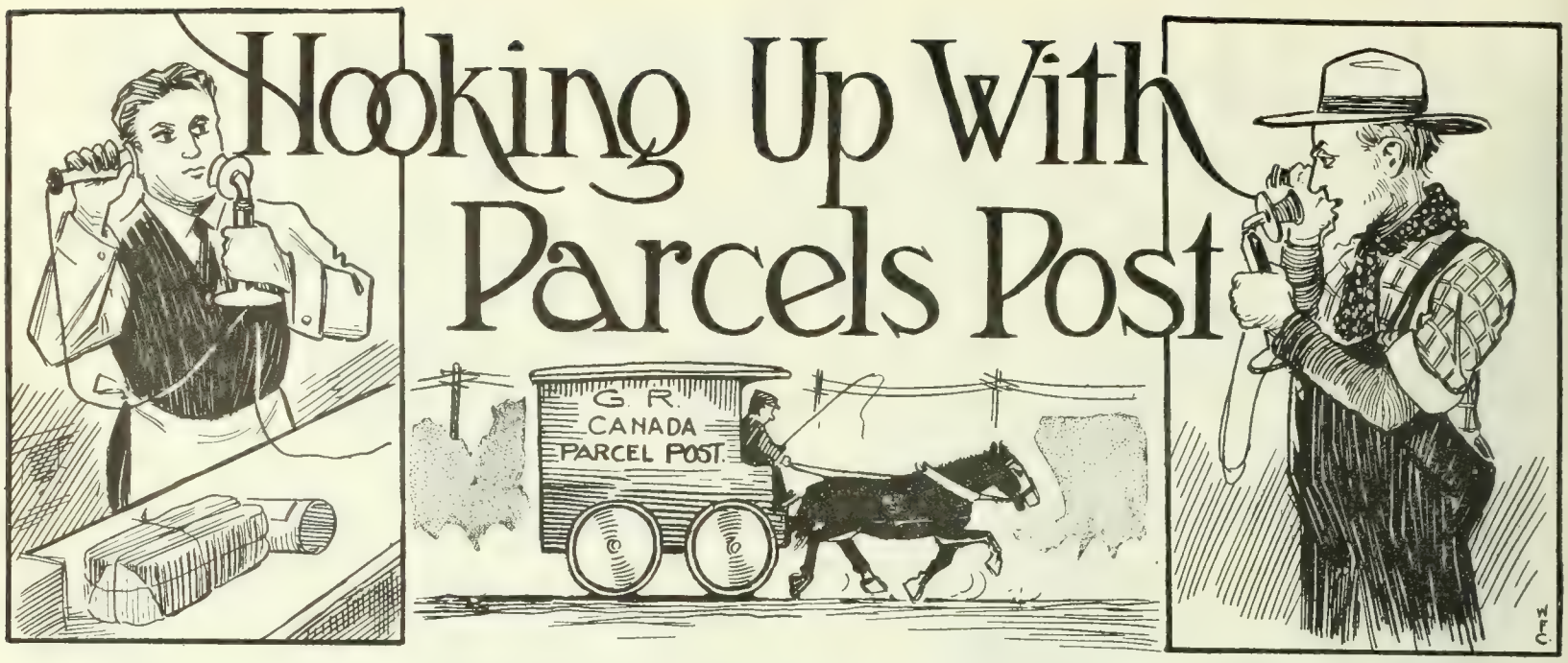
But, whichever you choose, try to convey the idea in all your displays of what the article is used for. You could arrange the ammonia packages, for example, in various shapes to attract attention. Put up cards explaining the uses: one use on each card, perhaps, and scatter these about. Have the price on some cards also if you are accustomed to use price tickets; for the cheapness in this case is not the least of its attractions. Probably you might desire, to put a big label up across your window drawing attention to "housecleaning" generally.

But still there is something lacking, what is sometimes called the "environment," or the "atmosphere." That is why some window dressers add a tent and trees and a camp stove to a window filled with salmon and other campers' supplies. That is why a dry goods merchant in showing evening gowns often adds, as a background, the suggestion of a ballroom. But be careful to avoid the mistake of making the "environment" look more important than the goods you wish to sell.

Let the suggestion run along one or several lines; with scrubbing brushes, perhaps on the floor in front, or a tub with clothes in it, or a figure in the act of raising it, and so on. The ones that you can handle best will readily occur to you. And as the worth of advertising must always rest on its power to attract the attention of the reader, do not allow your windows to go more than two or three days without being made over.

(Continued on page 37.)

Hooking Up With Parcels Post



There will be no better time to test the value of Parcels Post than during the seeding season of 1914. *In fact this will be the first good opportunity, because it is a time when the farmer will be especially busy and will welcome such assistance as the new system of post office delivery in the country will provide. This article is No.* 4 *of the series.*

Just before the spring work begins on the farm, merchants at the cross-roads, and in the village, town or city, who have many country customers, should advise their customers of the aid of the Parcel Post system when the rush is on.

It is a fact that when the farmer is busy during seeding time he and his family will not take the time to go to town for goods they require, and for which they have the money to pay. Particularly is this the case when they live some distance from the town or city. They forego things they would like, and live on the products of the farm.

A Delivery in the Country.

To reach these people during the busy spring season Parcel Post will come in exceedingly handy. It gives the merchant who has an aggressive campaign mapped out a splendid opportunity of getting much extra trade. No dealer in the city can afford to send a delivery wagon several miles into the country, north, south, east and west. If he could, he would get more business.

Here is where the Parcel Post comes in. It provides for him a cheap delivery system that extends out into the country in every direction where there is rural mail delivery. It brings the farmer—like his city customer—into daily touch with him, and is bound to result in business he would not otherwise secure.

Ideas Count.

Give any thinking man an idea and he is going to make good use of it. Explain the time-saving and the trouble-saving qualities of the new post office delivery system; point out its advantages in a rush season like spring seeding time; give to the farmer an idea, a suggestion, whereby he gains something, and you immediately get into his good graces.

Herewith is one suggestion for a circular letter which should prove effective if sent out at the proper time. It calls attention to the approach of a busy season for the farmer. It suggests that he does not necessarily have to do without foodstuffs that he would like. The Parcel Post system, where there is rural free mail delivery, will give him a daily delivery to his own gate. The whole proposition gives him a higher opinion of his life's work, because it demonstrates that the legislators of the country are taking a deeper interest in the social problems of the farmer.

Map Out Year's Campaign.

To get business by Parcel Post a merchant must not be content with a single attempt. He must have a year's campaign mapped out. This should undoubtedly include a strong attempt to get business during the busy spring season. (N.B.—These articles should be kept on file. We are due to have Parcel Post on January 1 next, if not before.)

Save Time During the Spring Rush

¶ Soon you will be engaged in putting in the spring crop. You want all the time and all the horses at your disposal until the work is completed.

¶ By using the Parcel Post system recently begun by the Post Office department, you can get practically all the goods you want by mail. The rural mail delivery man will leave them at your gate.

¶ He will carry for you parcels up to 11 pounds in weight.

¶ Write us a card or 'phone and we will have the goods go out by next mail.

Give this service a trial. We guarantee to supply you with the goods you order.

H. H. HUNTER. Phone 720 **111 Main St., Jonesville**

Above is suggestion for a circular to be sent out with all farmers' goods prior to the spring seeding time.

A good selling trim recently shown in the window of W J Snell, Queen St. East, Toronto. Mr. Snell has installed a new fixture in this window.

Neat Display Using New Fixture

The science of window dressing is rapidly progressing. Herewith is reproduced a particularly attractive trim shown recently in the window of W. J. Snell, Queen St. East, Toronto. Readers will note that this is an out-of-the-ordinary display inasmuch as the air space in the background is made good use of as well as the floor. Neither has the window a permanent background, yet bottles of goods may be seen neatly arranged in rows above the floor. This arrangement was made possible by the use of a new window fixture, which many grocers and other merchants are installing. This consists of shelves of plate glass bracketed securely so that the entire fixture becomes really a part of the window.

It will be seen from the illustration that Mr. Snell has this fixture in both windows, showing up the goods in splendid fashion. In the display to the left are olives, catsup, meat sauces, meats in glass and tins, sardines, etc., and in the right are olives and pickles and preserving utensils, such as sealers, rings and rubbers. The goods shown are all appropriate summer lines and the sales easily justified the work of putting in the window.

How Other Grocers Do Things

BUILT UP GOOD COFFEE TRADE.

"We tested various coffees for several years and when we found one that brought nothing but praise and repeat orders from our customers, we gave up the others and stuck to that and find that people all over, many of them not our regular customers, depend on us for coffee. That is how we have built up a large business in this line. We use a grinder for all we send out."

W. H. Martin, of Niagara Falls, South, made this remark recently.

From his present business with two delivery wagons, one could hardly imagine that nine years ago Mr. Martin started business with a small basket delivery. Now he owns his own building with a home above the store.

Mr. Martin feels that his business has increased by a canvass of his customers. He believes in a personal canvass as he understands his stock and prices better than one of his assistants.

* * *

CANNING UTENSIL WINDOW.

"Fruit season now on.
Eat what you can;
Can what you can't.
Headquarters for canning supplies."

This was the timely notice in the window of the store of J. S. Baxter & Son, Niagara Falls, South, a few days ago and was an introduction to an unusually attractive display of "canning" utensils—glass bottles in the three sizes, pints, quarts and half gallons; two bags of sugar; rubber rings, etc. The prices of the bottles were clearly marked and the whole display was calculated to increase the normal sale. The Baxter store has a taking motto, displayed prominently on the front, "Good Things to Eat."

* * *

INTRODUCING PARAFFINE.

Last year J. McDermid, a Georgetown, Ont., dealer got in a supply of sealing wax for the tops of fruit jars. Prior to that time he had little or no sale for paraffine for that purpose. He had to introduce the goods. To do this a demonstrator was secured. The goods were sold in packages. By means of this demonstration method, good sales were made last year.

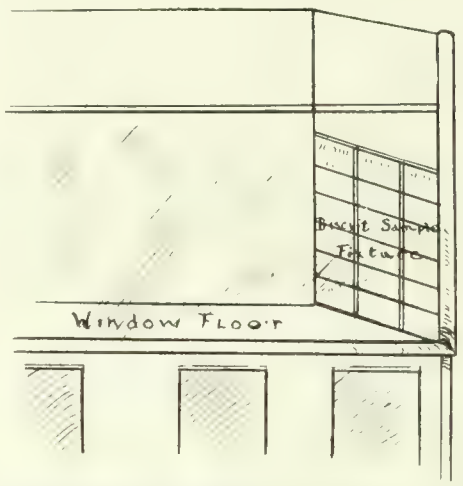
This year, Mr. McDermid says, this sealing wax is selling splendidly. He has been keeping a small neat pile of the packages on his counter where they can be readily seen, and his sales in it have been very encouraging.

* * *

A FIXTURE FOR BISCUIT SAMPLES

There is a space in almost every window which if added to the selling force by utilizing it properly, would mean extra business. The space referred to is the side wall. This in the majority of cases is simply a board or a plaster wall. Why not turn it into a display of some line or other?

H. W. Kennedy, a grocer in Georgetown, Ont., uses this space to show bis-



Drawing showing location of biscuit sample case in the side of the window.

cuits. He has had built into the side of the window a narrow fixture containing several receptacles for samples of biscuits, as shown by the accompanying illustration. The front is divided off into squares about the size of the end of a biscuit box; each has a glass front and all can readily be seen by a passer-by.

This fixture always suggests "biscuits" to those who look into the window. It does away with a bare wall which never sold anything and therefore becomes a silent booster of biscuit business itself.

* * *

VALUE OF THE STORE SAFE.

A good store safe can be purchased for something around $125 with payments, if desired, about $15 or so every quarter. There are many dealers who would not be without one and there are others who do not think it necessary. There is no doubt, however, that if a merchant can afford a safe at all, he should have it. It is a great protection for accounts, books, money, etc., and in case of fire would easily pay for itself.

E. C. Matthews, a grocer on Parliament St., Toronto, who some time ago installed a safe, states that it is a valuable acquisition to the store. So far as money is concerned it comes in very handy for Sundays as he does not have to carry the proceeds of the Saturday sales around. He also keeps his accounts in it over night as well as his cost book which shows the amount of stock on hand when the last inventory was taken. The safe, too, holds his insurance papers, fire and life. It causes him to feel more comfortable away from the store, and cuts out considerable worry generally.

PARCEL POST TROUBLES.

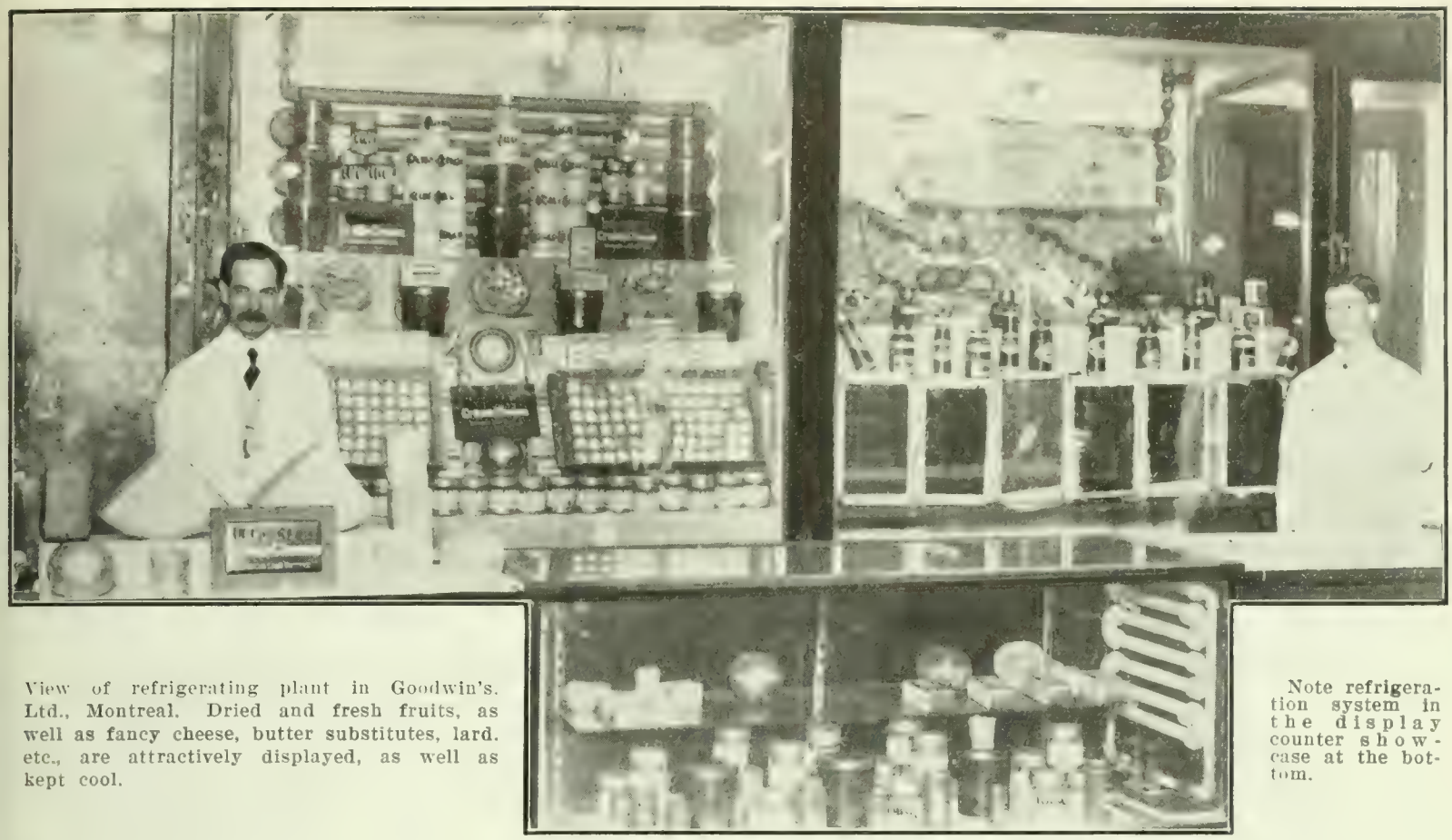
The Interstate Grocer, of St. Louis, Mo., remarks:—"The parcel post situation has us all 'balled up.' First the news came from Washington that Burleson would increase the weight limit on packages from 11 to 20 pounds and merge the first and second zones into one local zone. Then it was said that he would defer action until after August 15 in order not to have the power to do so revoked by Congress. Now it is reported that he will institute the changes, willy-nilly. A positive announcement will be a positive relief."

The customer who reads your advertisement needs some tangible inducement to make him want to buy. Be sure you put in a reason why.

Don't leave your name in your advertisement so far in the background that it will be possible for people to read the ad. and not find out whose store it represents.

The merchant with a small store has almost as good a chance to get the trade of the farmers as the big store man. Farmers think less of the store than of the goods and the prices.

Don't think it is nobody's business but your own how much you owe and how much you own. Every question the commercial agency man asks deserves an answer because you owe the information to the people from whom you buy goods.



View of refrigerating plant in Goodwin's. Ltd., Montreal. Dried and fresh fruits, as well as fancy cheese, butter substitutes, lard. etc., are attractively displayed, as well as kept cool.

Note refrigeration system in the display counter showcase at the bottom.

Eliminating Losses From Evaporation

Importance Attached to the Refrigeration Plant by Goodwin's, Limited, Montreal—Glass Cases Built Into Counters—Separate Compartment for Bacon—Permits of Splendid Displays.

"This is where most of our waste in the grocery department is eliminated," stated J. Bailey, manager of this department in Goodwin's, Ltd., Montreal, as he pointed to their refrigeration plant and asked a representative of Canadian Grocer if he wished to be shown through it. Most particularly Mr. Bailey called attention to the displays of meats and provisions of all kinds, both in the front section of the plant itself which is laid off like a series of display windows, and also in the glass show cases built into the counters of the meat department. Here, while on display, meats, eggs, butter, etc., are at the same time cased in a department which registers a steady temperature of 40 degrees F., or lower if so desired. Thus loss through evaporation is eliminated.

The refrigeration plant is divided into four compartments, each of which is devoted to one line of goods, or to lines which can be placed together without deterioration through taking on foreign odors. For example one compartment is devoted entirely to cheese and bulk olives, two lines which have been found to go well together.

Shrinkage in Cheese High.

"Cheese is just as bad for evaporating as butter during this hot weather," states Mr. Bailey. "We sell about ten cheeses a week, so that all cheese for each day has to be skinned and cut up early in the morning. Had we not something of this kind, cheese would be a losing proposition with us, both from the standpoint of evaporation and our trade. Our loss in weight alone would be something enormous."

Bacon in Separate Department.

A second compartment is devoted solely to bacon, another line which for the keeping of other produce untainted needs to be set apart alone. Here a large stock of bacon can be kept, and always right close at hand to the man behind the counter.

In the third compartment is kept the week's supply of butter, sixty boxes in all, and also a full supply of dried fruits, such as peaches pears, apricots, etc.; while the fourth and last compartment is made a receptacle for all fresh fruits, vegetables, etc. In all of these evaporation would soon run up a heavy loss account. But this is not all, for fresh fruits and vegetables in particular, if exposed to the hot air of the store, would rapidly begin to decay, rendering them even more unsaleable than a small amount of evaporation would do.

Double Purpose Served.

Thus in addition to preventing losses, the system proves a valuable asset in that it allows of displays of all these lines even while on ice. Refrigeration pipes run not only through the display sections in front of the four compartments, but also under the floor and into the counter silent salesmen, keeping all provisions in the department which are on display behind glass at an even low temperature.

The refrigeration system used in Goodwin's, Ltd., is fed with ammonia and brine, and driven by electrical power. Any temperature desired can be obtained, but that regularly sought is 40 degrees F., a temperature low enough to prevent all evaporation, but not sufficiently low to freeze any goods or render them cold storage stock.

"One of the main duties of the manager of any grocery store," states Mr. Bailey, "is to find out leaks and work out a successful method of avoiding them. This plant to us in this way has been a most valuable asset."

The CANADIAN GROCER

Established 1886.
Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

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Subscription: Canada, $2.00; United States, $2.50; Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, AUGUST 15, 1913

PRESERVING SEASON ACCESSORIES.

Here are three necessary requisites for the summer and autumn preserving and pickling season which the trade should not overlook—sealers, rings and sealing wax. An occasional window or counter trim of these lines will bring good results.

Sealers and rings have, of course, been sold by all grocers and given considerable attention for a good many years. But all dealers have not sold as many as they might if more aggressive measures had been used. During the preserving and pickling season these goods should not be allowed to remain in the warehouse. Few will be sold in such instances. The housewife will most naturally buy where she sees them displayed—probably in some fancy goods store.

With sealing wax, a good trade can be worked up just now. Many customers do not know the advantages of using wax to cover the mouths of sealers and bottles, and if they were shown once, sales would undoubtedly be increased.

Now is the time to place these three associated lines to the front. Get them moving out while the demand exists. It will pay.

ATTEND THE CANADIAN NATIONAL.

The great Canadian National Exhibition opens in Toronto on Saturday, August 23, and lasts until September 8. This event has developed into the greatest annual exhibition on the globe, and it is a great privilege—to those who have the opportunity—to attend it.

In this age we live to learn. The more we know and the better we utilize the knowledge at our command, the greater will be the pleasure derived from the work we have set out to do. Someone has stated in epigrammatic language that "the more we learn the less we know." And it is a fact sometimes that when people see the greatness of things at such an exhibition as the Canadian National they realize the smallness of the local sphere around which things have been revolving for them.

Canadian Grocer would urge as many members of the trade in Canada as possible to attend this exhibition. The exhibits by manufacturers of goods the trade handle will alone be worth a great deal. If, therefore, holidays have not yet been had it would be a profitable outing to attend the Canadian National Exhibition this year.

SANITARY GRADING IN STORES.

In the Sanitary Food Guide, issued by the Board of Health, of Memphis, Tenn., all stores are listed and graded according to the standard of sanitary requirements enforced.

There are 279 grocers listed, of whom three come under the classification AA—"irreproachable;" 109 are in Class A, in which "every essential of precaution is used and whose equipment is of the best," and 169 in Class B, whose equipment is inferior. The campaign will, it is expected, greatly improve sanitary conditions in Memphis stores. The grocers have a larger number in the highest grades than the confectioners, bakers, druggists, hotels and restaurants.

SASKATCHEWAN CROP ESTIMATE.

It is now practically assured that the West will come forth with a great yield of grain this year. Writing from Creelman, Sask., a western correspondent of this paper says that the Saskatchewan crops are exceedingly good taken as a whole, and that an optimistic feeling among the people is rapidly growing.

He has forwarded an estimate of the yield of grain in Saskatchewan, compiled by the Provincial Department of Agriculture. This estimate and comparison with last year's yield is as follows:

	Bushels. 1913.	Bushels. 1912.	
Wheat	125,557,014	107,167,700	18,389,314
Oats	121,435,630	107,619,948	13,815,682
Barley	10,137,897	8,319,584	1,816,313
Flax	13,539,819	14,171,214 (dec.)	631,296
Total yield	270,670,459	237,278,446	33,392,013

This shows that altogether the yield this year in Saskatchewan promises to be more than thirty-three million bushels ahead of 1912.

The decrease in the flax is due to the small acreage of that crop in the province this year and not to any failure in the production per acre.

The increase in the yield of wheat is approximately eighteen millions, in oats thirteen millions, and in barley two millions. The decrease in the flax crop is slightly over half a million.

The government estimate is based on a yield of twenty-two bushels to the acre for wheat; thirty-three bushels for barley, and fourteen bushels for flax.

The following is the final statement of the number of acres of each grain under cultivation:

Wheat, 5,707,137 acres, an increase of 6 per cent. over 1912.

Oats, 2,689,905 acres, an increase of 9 per cent. over 1912.

Barley, 307,309 acres, an increase of 15 per cent. over 1912.

Flax, 967,137 acres, a decrease of 17 per cent. under last year.

According to the latest crop reports from the correspondents of the department of agriculture, harvesting will be general throughout the entire province by August 20th. In the district in the neighborhood of Maple Creek, fifty per cent. of the barley is already cut, and a fair quantity of the oats and wheat. It is estimated that in the Regina

district the fifteenth of August will see the cutting of wheat well under way. The crop in this district and throughout the province is well up to the average height, and during the past fortnight it has improved greatly, though in the districts of Rosthern and Humboldt the crop will be retarded to some extent through the damage by hail storms.

The average yield for the provinces, as far as can be determined from the reports of the correspondents to date will be about twenty bushels to the acre, a proportionate increase over last year.

Slight frosts have been recorded in the Weyburn district, though little damage of any kind was done the crops. The weather during the past few weeks has been excellent for ripening, and it is believed that in a few cases the crops have ripened almost too rapidly.

There is as yet no demand from the farmers for harvest labor, but it is expected that the first applications will come in within a few days.

GIVING THE TRAVELLER A HEARING.

When a merchant approaches a possible customer expecting to sell her goods, he is entitled to, and usually gets, courteous treatment. Very rarely is it found that the person approached will tell him to get out, or will go on about her business without giving him a civil, courteous "yes" or "no."

Yet we find in many stores travellers are not given the same consideration by merchants that those same merchants expect and get from their customers and possible customers. It is true, however, that this sort of treatment is dying out. Merchants, who are keen business men and gentlemanly in their conduct towards others, always give the travelling salesman that to which he is entitled—a fair hearing. If they are too busy at the time the salesman calls they tell him so in a gentlemanly manner and promptly ask him to call again.

The gruff voice of the impatient can, nevertheless, still be heard in many a store. "Well, what do you want?" with the emphasis on the "you"; and "No time to listen to you," etc., etc., are scarcely the proper methods of dealing with the traveller whose firm is a reputable one, and whose presence in the store is to help—even if he doesn't sell—and not to injure one's business.

The Golden Rule holds good in the case of the travelling salesman. Treat him courteously, as you would desire a probable customer to treat you. If, when you hear his case, you do not want to buy, all well and good. You may learn something from him anyway, and when he leaves you have the satisfaction of knowing that he was given a fair hearing.

THE PROPER ADVERTISING APPROPRIATION.

What percentage of the store's turnover should be applied to advertising?

This problem was submitted to Canadian Grocer by a subscriber the other day. It is what might safely be termed a "stickler," for the answer is hard to find. Opinions differ so vastly on the score of advertising and conditions in different localities vary to such an extent that it is impossible to fix a percentage which would apply to all cases or even to give an estimate average which would apply to most cases.

The term "advertising," would cover in this connection all publicity expenses and not apply merely to newspaper advertising. It would include window trimming expenses, store decorations, show cases and so on. It is found that as a general rule the larger the store and the place where it is located the larger the percentage that must be allowed for the cost of doing business. In the big cities, many merchants doing a business of $100,000 or upwards pay out considerably over $5,000 a year in advertising expenses. They are able to build up their turnover by this means. One man stated recently that he did not believe it possible for a store to thrive unless at least 5 per cent. was spent on advertising but quite apparently he was considering conditions as they exist in the large centres only. In the smaller cities and towns, merchants get along on a considerably smaller percentage, even when they do a reasonable amount of advertising. One Ontario merchant who does a $75,000 business spends only $1,500 in advertising and has the reputation of being keenly alive to the benefits of publicity at that.

Under the circumstances, The Canadian Grocer does does not feel justified in making an estimate of the proper percentage. Can any reader answer the question?

EDITORIAL NOTES.

Now is the psychological time to display preserving season accessories.

* * *

When it comes to holding picnics, British Columbia merchants are well to the fore.

* * *

September is the first month containing the letter "r". Look to the oyster trade on its arrival.

* * *

The Toronto medical health officer in a recent mandate prohibits cats around bakeries in that city.

* * *

The trade should remember that a great many evaporation losses can be eliminated by proper refrigeration.

* * *

Folks are slowly returning from the summer resorts. Now is a good time to get after those accounts they had left unpaid.

* * *

A couple of days off to see the sights at the Canadian National Exhibition will be worth more than the money spent in the trip.

* * *

Don't neglect to file the weekly series of articles on Parcels Post. Lay your plans well ahead to get the most of this coming legislation.

* * *

The Prairie Provinces are now assured of a great crop. Western optimism so far as legitimate business is concerned, will be greater than ever.

* * *

Treat properly the children that from time to time enter your store. From the rule first come first served do not exclude the little ones. They are as sensitive on this point as their parents, and, while they may not have the courage to resent it, they will whisper their complaint to those that will.

B.C. Merchants Hold Gigantic Joint Picnic

Some 8,000 Business Men With Their Friends Assemble at New Westminster—Many From Vancouver and Victoria—Big Parade, With Many Floats—Some of the Prize-winners.

Special to Canadian Grocer.

Vancouver, B.C., Aug. 13.—Eight thousand persons gathered under the banner of the Merchants' Retail Association of British Columbia at New Westminster to enjoy the first annual picnic of the association, which proved a stupendous success. All the prominent grocers of Vancouver, Victoria, Nanaimo and New Westminster were present in company with their employees; while all the wholesale houses were strongly represented. The day was declared a general holiday for the grocers in this part of the province, and never before has such a crowd representing the trade gathered here in common sympathy.

While the event has passed, the memory still lingers in the minds of the thousands who, under blue skies and shining sun, enjoyed themselves from early morn to late at night. That the success of the undertaking will be an incentive to the promoters to work harder for the next affair of its kind cannot be denied. The Queen's Park, where the picnic was held, was filled with happy people throughout the long day. There was everything from a parade to a baseball game, from a fat man's race to a beauty contest. Employees forgot the "Misters" and "Sirs" to their employers, while the latter came through with the Charlie and Jim. They were all out for a good time and they got it.

Starts Off With Parade.

The crowds began to gather on Columbia Street as early as 9.30 o'clock, eagerly waiting for the order from Fire Chief Watson to start the parade. Just as in any other parade, whether it be circus or carnival, there was always something to keep the crowd in good humor before it actually started. The different floats as they wended their way towards the meeting point on Columbia Street from all sections of the city first got the eye of the crowd. The Highlanders Band from Vancouver forgot their time limit, and gave many selections, while the New Westminster Band was also kept busy.

Close to 11 o'clock the siren of the fire auto apparatus announced that a start would be in order and they got off. First came the Highlanders Band, all rigged out in the kilts; then followed the head officials of the associations promoting the picnic, the mayor and aldermen, and then the floats.

The parade is stated to have been one of the biggest ever held in British Columbia. While the great majority formed part in the parade, there were those who went direct to the park, where at 11 a.m. was played a baseball game between the Kelly Douglas and Malkins' Victoria Cross teams. The game was of five innings, and was followed by a baseball competition among teams from the wholesale produce houses, each game being limited to three innings. An hour or two after the parade entered the grounds the vast crowd was still further augmented by additional contingents from Vancouver, Victoria and other points . While the majority of Vancouverites went over in the morning, there were those who did not close shop until noon, and, consequently, were not on hand until after the parade.

Something About the Floats.

The floats in the parade consisted of the following: T. J. Trapp, hardware float; Gilley Bros., auto truck loaded with sand; P. Burns & Co., truck from Vancouver; many Vancouver automobiles gaily bedecked with flowers; Brackman & Kerr, auto float, very elaborately got up with exhibit of cereal products; Lees, Ltd., truck decorated; Lees, Limited, float nicely decorated with exhibit of chairs, on which pretty young girls sat (they caught the eyes of the judges later); Annandale Supply Company, with a well turned out float; Denny & Ross, float, a miniature house on wheels; the city band; Model Grocery, five rigs, one most elaborately decorated with a fruit display, and a beautiful bell of flowers over it; sweet peas figured largely in masses in decoration, and a first prize fell to this exhibit later; Vancouver-Prince Rupert Meat Market, with an attractive exhibit of meats behind fly screens; Retail Clerks' Association, float; P. Burns & Co., float; The People's Dairy; The Public Supply Stores; C. A. Welsh, Ltd., with seven rigs; New Method Cleaners; Cunningham Transfer Company; Motor Transfer Company, with horse drawn rig; Annandale Supply Company; Fraser & MacLean; C. B. Deans.

Prizes for the best floats were considered when the park was reached, and the judges, E. M. Trowern, Toronto; John Rose, Vancouver, and H. J. Robinson, Saskatoon, were hard put to it to make their awards. Finally, they decided on the following awards:

Class A, industrials—T. J. Trapp & Co., Ltd.

Class B, wholesale—First prize, Brackman Kerr; second, P. Burns & Co.

Class C, retail motor delivery rigs—First prize, Gilley Bros.; second, Lees, Limited; third, London Grocery.

Class D, retail horse delivery rigs—First, Model Grocery; second, Annandale Supply Company's fruit exhibit; third, Vancouver-Prince Rupert Meat Co.

Special Prizes.

Class E, advertising—First, T. J. Trapp & Co., Ltd.; second, Model Grocery.

Class F, comic—Denny & Ross with miniature house.

Special prize for all-round turnout—Lees, Limited.

Special prize for express or transfer—Cunningham Transfer Co.

VICTORIA GROCERS' TRIP.

Special to Canadian Grocer.

Victoria, B.C., Aug. 13.—The receipt by the local grocers of a cordial invitation from Vancouver and other mainland associations to join them at Queen's Park, New Westminster, on July 30, for sports and a general good time, was gladly taken up. The C.P.R. agreed to let us have their fine boat the Princess Sophia and to carry for this trip 650 passengers, being 150 more than usual. There was no trouble to sell the tickets. Five hours on a calm sea, among the numerous islands of the Georgia Gulf, with a first-class band of twenty pieces, playing most of the time; five hours in Westminster for the sports and sight-seeing, and five hours return in the cool of a summer's evening, was surely the height of perfection.

Passed the Salmon Fisheries.

The mouth of the Fraser River was crowded with fishing boats and nets, the great run of salmon being due this year, and more than three thousand licenses have been issued to fishermen. In the river we had to creep along and steer all kinds of courses, once going on a sand bar, which required a good head of steam to get off. We found later that a phone message got into Westminster that we were hard and fast and could not get in before four o'clock. The committee waiting at the landing to receive us went up to the sports, but left their band to welcome us, which they did at 2.30.

Motors and street cars soon took us to the grounds, where some seven thou-

sand people were watching the sports, bands playing, and everyone looking happy.

Some of the Victoria entries won several of the prizes, but they were handicapped by arriving so late.

Shortly after six, amid cheers and the playing by the band of "Auld Lang Syne," we started on the return to Victoria, which was reached at 12. By the kind consideration of the B. C. tram company, special cars were waiting to take the excursionists to all parts of the city, everyone delighted with the restful time on the water, and hoping they may have a similar holiday next year.

ASSOCIATION NEWS

A branch of the R. M. A. of Canada has been formed at Ingersoll, Ont., with the following officers:—

President—F. McDougall.
1st Vice-President—Jas. MacKay.
2nd Vice-President.—W. Surplice.
Treasurer—W. I. Hogarth.
Secretary—R. N. Thurtell.

Following the election of officers, some discussion took place in regard to the injustice of the retailer paying cartage at both ends. It was pointed out that a cartage company of Toronto had virtually control of the situation. They took the goods from the wholesale house to the station and the cost of cartage was billed against the retailer. A resolution was passed at the meeting that the central association take immediate action in the matter to see if the interests of the retailer could not be more considered in the matter of cartage.

* * *

W. C. Miller, Toronto, secretary of the Ontario Retail Grocers' Association, has received a request from the secretary of a local branch of the organization in an Ontario town for some assistance. Here is the trouble in a nutshell:—In this local association's charter is a clause to the effect that each member shall send to the local secretary regularly a list of delinquent customers —those who have left without paying their bills—so that the secretary may pass the information on for the guidance of the others. Some of the members have been withholding this information with the result that the others are losing money through bad debts which could easily have been guarded against.

Mr. Miller advised that the best method of handling these members was, not by threat of expulsion, but by getting together the president, secretary and one or two others, visiting the negligent ones and having a heart to heart talk over the whole matter. Since the secretary was the only man handling this delinquent debtor question, and as he is usually careful in what he does and says, it could be pointed out that no one else would know whether a grocer had lost any money or not. It could also be judiciously shown that unless every member did his share the most effective work could not be done. This undoubtedly would be best method of handing such a case.

A rider might be added to the clause in the constitution imposing a fine on any who violated it—not altogether with the intention of enforcing it in case of violation, but in the hope that it would do some good towards prompt action on the part of some members.

* * *

A meeting of the Retail Merchants' Association of Swift Current district, Sask., was held in Swift Current recently and was well attended, about thirty merchants from Webb, Pambrum, Waldeck, and Cantaur being present. The event took the form of an informal luncheon, and addresses were delivered by E. M. Trowern, Secretary of the Dominion Retailers' Association, and H. J. Robinson, Provincial Secretary, Mayor Argue spoke a few words of encouragement to the retailers, setting forth the many advantages to be gained by organization.

Charcoal Price War Gives Dealers a Chance

Manufacturers Drop Price Some 30 Cents Per Dozen Bags—Many Retailers Filling Up Their Cellars—Various Prices Now Being Charged the Consumer.

Toronto, Aug. 14—(Special).— The cellars of many Toronto grocers just now are pretty well stocked with charcoal in paper bags. Everybody one talks to just now seems to be buying it. This, in the face of the fact that the winter season is somewhat distant, requires an explanation.

It is due to the fact that there is a little price war on among manufacturers and the price has been cut from 90 cents per dozen bags to 60 cents by one firm at least. Retailers are naturally taking advantage of the cut and are laying in stocks for the fall and winter season. It is quite unlikely charcoal will go any lower and as it is a regular 10 cent retail seller, the trade expects to make a little money on it this year. One man told The Canadian Grocer that he had purchased a stock already of more than 3,000 bags while others had over 1,000 in their cellars and were adding a little more regularly.

Some charcoal is selling now to the consumer but not a great deal for present purposes. There is, however, a difference of opinion as to what the retailer should charge. Some are selling at 10 cents straight—the usual price; some at 3 for a quarter, others 4 for a quarter and still others at 17 for a dollar.

"There's where, in my opinion," remarked one member of the trade, "retailers do not act fairly with themselves. I'm selling charcoal to-day at 10 cents straight and can get it easily enough. Here is an opportunity for every retailer in Toronto to make some money, and good money too, yet one or two have to spoil the chances of everybody.

"You know," he added, "that we are all losing on canned goods this year and here is a fine chance to get back part of it at least."

Unless cutting prices among the retail trade becomes general, however, it is not likely much charcoal will be sold before October so that if manufacturers' prices go up in the meantime the trade will stand to make some money on this line to help recompense them for the losses in canned goods.

A FLY SONG.

Ten little flies
  All in a line;
One got a swat!
  Then there were * * * * * * * * * *

Nine little flies
  Grimly sedate,
Licking their chops—
  Swat! There were * * * * * * * * *

Eight little flies
  Raising some more—
Swat! Swat! Swat! Swat!
  Then there were * * * *

Four little flies
  Colored green-blue;
Swat (Ain't it easy?)
  Then there were * *

Two little flies
  Dodged the civilian—
Early next day
  There were a million.

The Clerks' Page

By the Cub Reporter

SMOOTHING OUT COMPLAINTS.

The Cub Reporter. — In answer to your inquiry about complaints clerks have had, and how they were smoothed out, I would like to give you one instance. The other day one of our customers who had bought a well-known line of goods, came in in a wrathy temper, and desired to know if we wanted to poison her. I assured her that nothing was further from our intentions and after she had quieted down I got from her the trouble. The color of the goods when opened, she said, showed them to have spoiled as they were a dark purple instead of a deep red.

But that is away from the point. This woman was one of our best customers and I knew that it was up to me to smooth out the difficulty. "The manufacturer of that article," I said, "is a reputable one and would not knowingly put up his goods in that way. That is the first complaint we have ever had about his goods so that evidently you have been unfortunate in getting the bad one of the lot."

She agreed she had been unfortunate.

"Our delivery man," I added, "will call at your place this afternoon to get the container. We shall then call the attention of the manufacturer to the trouble, and I'll give you now a credit check for the fifteen cents."

This, she agreed, was 'fair enough,' and as she noticed we were anxious to go to considerable trouble over her account, the matter was allowed to drop and I secured another nice order from her. In our store, we, like Marshall Field, agree that the customer is always right.

RETAIL CLERK.

Montreal, Que.

Editorial Note.—Above is a splendid contribution to our "complaint" inquiry in last week's issue. Send along some more and keep this page a live one.

ETIQUETTE FOR CLERKS.

By Harold Haggan, Aylmer, Ont.

The clerk that talks all of the time is not the one that finds favor with the customer; neither is he who does not talk unless he has to. Strike a happy medium.

Do not be afraid to work. Your employer will notice what you have done sooner or later.

Don't be afraid to get your hands dirty. Get right down and work until they get dirty. Then you will know that you have done something.

Ask your employer to let you dress a window. Of course your first attempt may not be a success, but do not be afraid to try again.

Keep your mind on your work. It is not the one who is always playing with the cat who succeeds.

Learn to be a salesman, not merely an ordertaker.

HONEST EFFORT PAYS.

Healthy work will never hurt anybody. Don't be afraid of doing too much for the business. Every honest effort you put forth in increasing business will come back to you in time in added confidence in yourself, and in greater earning ability, and these things always pay.

HOW PEANUTS GROW.

The peanut, probably the most popular of all nuts, has had a live commercial value in America only since about 1870. It was during the Civil War in the United States that the Northern soldiers took a fancy to these tasty nuts of the South, and the foundation of their present immense sale began. The peanut is supposed to have originated in Brazil, whence it was introduced into Africa and the East. The crop is worth over $12,000,000 a year to the States.

The peanut is an annual, growing 12 inches in height. The peculiarity of it is that the flower bends over and makes its way into the soil where the seed matures. A common two-horse plough is used in harvesting. Men follow the plough and lift the peanuts up out of the dirt. They are placed in heaps and left three or four weeks to cure before they are picked. This usually is done by women and children. A good picker will handle eight to twelve bushels a day. Picking machines handle from 200 to 500 bushels a day. The average yield is 34 to 40 bushels per acre, and a few as high as 100 bushels.

Nuts are used chiefly for roasting and sold in shops and by street vendors. They are also used in candy-making, and for peanut butter. Peanut oil is in demand also as a substitute for the more expensive olive oil.

OBSERVATIONS OF THE CUB REPORTER.

Energy will do anything that can be done in the world.

* * *

Everything we do should be done to increase our efficiency.

* * *

What young men want to-day is not so much talent, but the will to work.

* * *

By helping one another we are enabled to help others to help themselves.

* * *

Co-operation of the sales force in the store is a most powerful medium to increased business.

* * *

Time is the most valuable thing in this world. Use it properly. Every minute in every hour wasted can never be recalled.

Current News of the Week

Maritime Provinces and Quebec.

W. L. Foy, grocer, Toronto, is succeeded by D. C. Russell.

J. C. Rose, of Rose & Laflamme, Ltd., Montreal, was in Toronto over the week end.

John A. Gunn, president of the firm of Gunn, Langlois & Co., Montreal, is in Boston this week.

W. R. Spooner, sales manager of the North Atlantic Fisheries Co., Montreal, will soon leave for Toronto where he will superintend the booths in the fisheries exhibit which is located in the Government building at the National Exhibition.

B. Trudel, manager of the tea and coffee department of Chaput Fils & Cie, Montreal, returned this week after a three weeks' holiday at the Veillet Club, North St., Maurice river. Mr. Trudel enjoys a good fishing trip and on such an occasion speckled trout interest him more than speculations.

It seems that every time a fire starts in a grocery store from an unknown cause, it is attributed to rats or mice and matches. Rats nibbling matches is thought to have been responsible for a $1,500 fire in the grocery store of R. Labeau, Daniel St., Montreal. The loss was partly covered by insurance.

St. John, N.B.—Wholesale grocers are up in arms against the Intercolonial Railway in the matter of increased freight rates from St. John and they have taken steps to ascertain if possible if there is discrimination against them and other dealers of the lower provinces in favor of dealers in Upper Canada. The Grocers' Guild at a recent meeting instructed their secretary, S. A. Corbett, to communicate with the board of trade and request them to find out if freight rates on shipments from St. John to I. C. R. points had been effected without a similar increase on matter from points through Ontario and Quebec.

Ontario.

Walter S. Duggan, general merchant, Oil Springs, Ont., died recently.

F. W. Ford, of Ottawa, returned last week from Newfoundland where he spent the past two weeks in connection with the convention of a fraternal society.

Hugh McLean, general merchant, and Geo. Scott, grocer, Hensall, Ont., sustained fire losses recently.

Sparks from the fire of August 4th in Hensall, Ont., left a hole in the roof of George Scott's grocery, and during the electric storm of August 8th and 9th a great deal of rain came in, almost flooding the place and damaging the stock considerably.

W. C. Miller, Toronto, secretary of the Ontario Retail Grocers' Association, is in Belleville, Ont., this week. Officially, his visit there is as a delegate from a fraternal society, but while in Belleville he is calling on the grocery trade in the interests of organization work.

The annual Civic Holiday picnic of the merchants of Brockville, Ont., was once again a successful event. The picnic went to Delta Lake. Motor boat trips, football, baseball, races, etc., were among the lengthy list of sports on the slate and a great day was the result.

MONEY LEFT TO THE TRAVELERS.
Will of the Late President of Chase & Sanborn Much Out of the Ordinary.

The contents of the will of the late Charles D. Sias, senior member of the tea and coffee firm of Chase & Sanborn, Boston, Chicago and Montreal, gives evidence of great heartedness and personal interest in each individual employee of the firm by a most generous provision, the amount bequeathed aggregating about a quarter of a million dollars.

Each travelling salesman, fifty-five in number, receives, according to the length of service, from $300 to $2,000.

To all other employees, who have been for a continuous period of one year or more in the employ of the firm, in any of its various departments recognized as the Office Department, Salesroom Department, Shipping Department and Factory Department, three hundred dollars each.

In addition to the above, twenty-five hundred dollars is given to each of the widows of five travelling salesmen.

After many private bequests to relatives and friends, there follows a lengthy list of educational and charitable institutions who are generously remembered. By this will some 35 Montreal employes benefit.

Just before going to press the announcement was received that F. F. Dalley, of F. F. Dalley & Co., Hamilton, Ont., had passed away after a brief illness. He was 66 years of age and one of Hamilton's most respected business men. Two sons, Fred. and Norman, survive and one daughter, Mrs. Douglas.

Western Canada.

The Minard Trading Co. Minard, Sask., have recently opened for business in a new store.

Saskatoon, Sask., merchants, or at least a number of them, state that business during exhibition week this year was from 25 to 50 per cent. ahead of a year ago.

Harold F. Ritchie and S. G. Amsden, of Harold F. Ritchie & Co., manufacturers agents, Toronto, left this week on a business trip to the Canadian West. They will go to Vancouver and will probably be away until November.

The North-West Biscuit Co., Edmonton, Alta., expects to open its new biscuit factory about November 1. Harvey Shaw, of St. Joseph, Mo., who is behind the project was in Edmonton recently looking after details. Mr. Shaw was for many years with the National Biscuit Co.'s branch at St. Joseph, Mo.

LEAKS IN THE GROCER'Y STORE.

Many dealers go to the expense of purchasing decorations for store and window displays for particular seasons. These will include Thanksgiving, Christmas and Easter and probably other special occasions such as horse shows, fall fairs, etc.

When these seasons are over, what is done with these decorations? Are they taken down carefully and placed away where they can be easily found again? This is by no means always the case. Frequently they are torn down in any fashion and thrown in the warehouse or basement with the result that they are unfit for use again. This becomes a waste of money each year.

The Canadian Grocer ran across an instance the other day of a particular care in this regard. The dealer had very painstakingly placed his decorations—or at least the best of them—used at the three seasons above mentioned, in large cardboard boxes and piled them neatly in the warehouse. Each was labelled as well.

Here was a Leak effectively eliminated.

Canadian Salmon Prices Lower than U.S.

This is the Present Forecast of a Salmon Authority—B.C. Canners Strike Settled Advance in Brooms Owing to Rise in Corn—Evaporated Apples Likely to be Higher—Coffees Firmer.

MARKETS IN BRIEF

QUEBEC.

PRODUCE AND PROVISIONS—

Butter advances one cent.
Pure and compound lard up ½ cent.
Hogs a shade firmer.
Good export demand for cheese.

FISH AND OYSTERS—

Big sale of sword fish.
Demand good on account of feast days.
Salmon season nearing end.

FLOUR AND CEREALS—

Rolled oats up 15 cents a barrel.
Cornmeal takes another advance.
Hominy also goes up.
Flour remains steady.

FRUITS AND VEGETABLES—

Tomatoes ripening fast and cheaper.
Good crop of potatoes expected.
Blueberries arriving somewhat slowly.
Raspberry season over.

GENERAL GROCERIES—

Brooms are advancing.
Evaporated apples going up.
Walnut primary market firm.
Unfavorable bean crop report.
Another advance in sardines.

ONTARIO.

PRODUCE AND PROVISIONS—

Prices generally firmer.
Large beans up ½ to 1 cent.
Butter and eggs strong.

FISH AND OYSTERS—

Demand shows improvement. Scarcity in whitefish and trout continues.

FRUIT AND VEGETABLES—

Apples drop 15 cents a basket.
Cherries and currants almost off the market. Last boxes of raspberries at 16 cents.
Canadian cantaloupes plentiful and import ceases.
Tomatoes dropped to 25c, but rose to 40c. Corn 2 cents lower.

FLOUR AND CEREALS—

Another advance in rolled oats of 7½c a bag, making 15 cents in past two weeks.
Corn crop 300,000,000 bushels of estimate given August 1.

GENERAL GROCERIES—

Brooms advance owing to high price of corn.
Dried apples will be higher.
New Japan teas 2 cents lower.
Canadian canned salmon will be lower than American prices.

QUEBEC MARKETS.

Montreal, Aug. 12.—One of the main themes up for discussion this week amongst the wholesale trade is the crops in the West. So far reports received regarding wheat have been most encouraging, and one dealer even goes so far as to state that he never saw finer samples of wheat shown. Some cool weather has been experienced, but to date there has been no frost, and the opinion generally expressed is that the most dangerous time is now over. When once the middle of the month is reached cause for worry will be largely removed.

While discouraging reports are current re corn and oats, these are more than outbalanced by the splendid wheat prospects.

SUGAR.—Sugar holds firm under almost a phenomenal demand, which is result of heavy consuming season and recent advance in price. Even were a reduction to be made on primary sources, it is doubtful if such a course would be followed here under existing conditions. Some refiners are still far behind with deliveries.

In New York, raws are again advancing, present quotations being $3.79, as compared with $3.75 on the last sale. Locally raws advanced during the week from 15 to 25 cents per cwt. in sympathy with foreign markets.

As to future of market, much depends upon European beet crop. Just now everything looks well, but before end of August or 1st of September almost anything may happen.

Extra Granulated Sugars -	Per 100 lbs.
100 lb. bags	4 40
20 lb. bags	4 50
2 and 5 lb. cartons	4 70
Second grade, in 100 lb. bags	4 25
Extra Ground Sugars—	
Barrels	4 80
50 lb. boxes	5 00
20 lb. boxes	5 20
Powdered Sugars—	
Barrels	4 60
50 lb. boxes	4 80
25 lb. boxes	5 00
Paris Lumps—	
100 lb. boxes	5 15
50 lb. boxes	5 35
25 lb. boxes	5 45
Crystal Diamonds—	
Barrels	5 20
100 lb. boxes	5 35
50 lb. boxes	5 45
5 lb. cartons	6 30
Crystal Dominoes, cartons	7 10
Yellow Sugars—	
No. 3	4 45
No. 2	4 45
No. 1	4 05

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

SYRUP AND MOLASSES.—Situation in molasses holds practically unchanged from last week. On primary sources a few consignments rather heavier than usual have been received. This was not any appreciable quantity, but enough to cause a slight temporary demoralization of the market. In a few days this condition will likely be righted, and situation from all standpoints be firm as ever.

Barbados Molasses—	Prices for Island of Montreal. Extra Fancy.	Fancy.	Choice
Puncheons	.44	.41	.39
Barrels	.47	.44	.42
Half Barrels	.49	.46	.44

For outside territories prices range about 2 cents lower per gallon than for delivery, Island of Montreal.

Carload lots of 20 puncheons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—
Barrels, per lb. .03¼; ½ bbls. .03½; ¼ bbls. .03¾

Pails, 38½ lbs. 1.75; 25 lbs.		1.25
Cases of 2 doz. 2-lb. tins, per case		2 40
Cases of 1 doz. 5-lb. tins, per case		2 75
Cases of ½ doz. 10-lb. tins, per case		2 65
Cases of ¼ doz. 20 lb. tins, per case		2 60
Maple Syrups—		
Pure, per 8½ lb. tin		0.75
Pure, in 15 gal. kegs, 8c. per lb., or per gal		1.00
Maple Sugar, pure, per lb.	0 10	0 11

DRIED FRUITS.—Prune crops in South are said to be showing up rather poorly. On primary sources prices have advanced to 5c bag basis, and at corresponding period last year ran at 4 to 4½ cents. Higher prices locally may be looked forward to.

Apricots, too, on primary sources have advanced 1½ to 2 cents, with light stocks reported. New crop is reported below average.

Peaches in Canada are said to be a good crop, but in California certain crops are reported much below average. Prices, however, should not run higher than last year by more than ½c or 1c according to present estimates made by dealers.

Evaporated apples continue to advance this week, 7½c to 8c being quoted on spot for choice, while three months ago sales were made at 5c to 5½c.

Reports regarding Valencia raisins are still quite encouraging. Old stock is practically off. Orders are being filled from California loose and Muscatels, of which some are still to be had.

Seeded raisins, according to latest reports, are likely to open about 1c to 1½c higher than opening prices of last year.

EVAPORATED FRUITS.	Per lb.	
Apples, 50-lb. boxes	0 07½	0 08
Nectarines, choice	....	0 11
Peaches, choice	....	0 09¾
Pears, choice	....	0 12½
DRIED FRUITS.		
Candied Peels—		
Citron	....	0 17
Lemon	....	0 11
Orange	....	0 12
Currants—		
Amalias, loose	....	0 07
Amalias, 1-lb. pkgs.	0 07½	0 08½
Filiatras, fine, loose	0 06½	0 07
Dates—		
Dromedary, package stock, per pkg..	....	0 10
Fards, choicest	....	0 11
Hallowee, loose	....	0 05
Hallowee, 1-lb. pkgs.	....	0 06½
Figs—		
Finest, 6 crown, about 12 pounds....	....	0 15
Same fruit, 5 and 4 crown, 1 and 2 cents less.		
Prunes—		
40 to 50, in 25-lb. boxes	....	0 13
50 to 60, in 25-lb. boxes	....	0 12
60 to 70, in 25-lb. boxes	....	0 11
70 to 80, in 25-lb. boxes	....	0 07½
80 to 90, in 25-lb. boxes	....	0 07
Raisins—		
Malaga table, box of 22 lbs., according to quality	2 50	5 25
Muscatels, loose, 3 crown, lb.	....	0 06½
Sultana, loose	....	0 10
Sultana, 1 lb. pkgs.	....	0 11
Valencias, old stock	....	0 04
Seeded, fancy	....	0 08½
Seeded, choice	....	0 08

Prices quoted on all lines of fruits liable to be shaded for quantities, according to the state of the market.

TEA.—Re Japan teas—second crops now all over, but no cable report as yet has been received as to outlook of third crop. There has been considerable dry weather during latter part of July, and unless they are now getting rain the

crop will doubtless be small and somewhat poorer.

Market for Ceylon blacks and Indians is still on firm side, according to latest quotations.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 18	0 25
Common	0 15	0 18
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
Garden grown	0 75	1 00
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Spanish No. 1	....	0 12¼
Virginia No. 1	....	0 13¼
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsucy, gunpowder, pinhead	0 30	0 50

COFFEE. — Primary market has taken on a firmer tone again after the easiness of last week, and is now back to its regular condition. Prospects for new crop are good, and everything now appears to be running along smoothly.

Coffee, Roasted—	Per lb.	
Jamaica	0 21½	0 23½
Java	0 29	0 33
Maracaibo	0 21	0 23
Mexican	0 25	0 28
Mocha	0 28	0 29
Rio	0 19½	0 21½
Santos	0 20½	0 23

SPICES.—Market continues to hold firm on cream of tartar, but as yet with no further advance. Trading generally is well up to average.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	....	0 13—0 15
Allspice, whole	....	0 10—0 12
Cinnamon, whole	....	0 18—0 20
Cinnamon, ground	....	0 18—0 20
Cinnamon, Batavia	....	0 25—0 30
Cloves, whole	....	0 25—0 27
Cloves, ground	....	0 27—0 30
Cream of tartar	0 18—0 21	0 25—0 30
Ginger, Cochin	....	0 18—0 21
Ginger, Jamaica	....	0 22—0 25
Ginger, Jamaica, whole	....	0 17—0 20
Ginger, African, ground	....	....—0 15
Mace	....	0 75—1 00
Nutmegs, brown, 64s, 50c; 80s, 40c; 100s	....	....—0 35
Nutmegs, ground, bulk, 60c; 1 lb. tins	....	....—0 70
Peppers, black, ground	0 10—0 14	0 17—0 20
Peppers, black, whole	....	0 18—0 20
Peppers, white, ground	0 15—0 23	0 27—0 30
Peppers, white, whole	....	0 26—0 28

Seeds—	Per lb.	
Canary	0 10	0 12
Caraway	0 09	0 10
Cardamon	1 25	1 50
Celery	0 40	0 50
Hemp	0 05	0 05½
Rape	0 07	0 07½

RICE AND TAPIOCA.—On primary sources Patna rices are firming up, and witnessed an advance of ½c during the week. Rangoons continue unchanged.

Rangoon Rice—	Per cwt.
"B," bags 50, 100 and 250 lbs.	3 15
"B," pockets, 25 lbs.	3 25
"B," pockets 12½ lbs.	3 35
"C.C.," bags 50, 100 and 250 lbs.	3 05
"C.C.," pockets 25 lbs.	3 15
"C.C.," pockets 12½ lbs.	3 25
India bright	3 30
Lustre	3 40

Fancy Rices—	Per cwt.
Polished Patna	4 40
Pearl Patna	4 60
Imperial Glace	4 90
Sparkle	5 10
Snow, Japan	5 30
Ice drips, Japan	5 45
Crystal, Japan	5 10
Carolina head	7 10

Imported Patna—	Per lb.	
Bags, 224 lbs.	0 05⅛	0 05⅜
Half bags, 112 lbs.	0 05¼	0 05½
Quarter bags, 56 lbs.	0 05⅜	0 05⅝
Velvet head Carolina	0 09	0 10
Sago, brown	0 05½	0 06

Tapioca—	Per lb.	
Medium pearl	0 05¼	0 06
Seed	0 06	0 07

NUTS.—An advance of 1c on Marbot walnuts is only change on local market this week.

At primary sources shelled walnuts are firm, and stocks practically all exhausted for September shipments. Tarragona almonds have advanced one shilling, and hold firm at new level.

In shell—	Per lb.	
Almonds	....	0 17
Brazils	0 20	0 21
Filberts	0 13	0 14
Peanuts, American, according to qual.	0 08¾	0 11¾
Peanuts, French	....	0 09
Pecans, polished, large	0 18	0 19
Walnuts, marbots	0 15	0 16
Shelled—		
Almonds, Tarragona, soft,	0 15½	0 17½
Almonds	0 33	0 34
Almonds, Valencia	0 37½	0 39
Peanuts	0 08	0 09
Walnuts, marbots	0 15	0 16

BEANS AND PEAS.—Though greater firmness has been felt in beans owing to unfavorable crop reports, no price change has yet been made.

Reports to date re pea crop state that yield is about 5 per cent. less than last year, but as the acreage is slightly larger, the bulk of the crop will be about an equivalent of last year's, which was much below average. Prices are being firmly maintained.

Beans—	Per bushel.
Austrian, H. P.	2 50
Canadian, prime	1 80 1 90
Canadian, extra H.P.	2 00 2 40
Yellow eyes	3 25
Brown	.... 2 75
Peas, Canadian, per bus.	.... 2 60

BROOMS. — American brush and broom manufacturers have advanced their prices 25c per dozen on all grades of corn brooms from fourths to superfine, and Canadian manufacturers are also falling in line. Further advances are anticipated, some say another 25c, making a total of 50c; others another 75c, making a total of $1. This is due solely to shortage of corn crop on account of dry weather. Some manufacturers are so confident of further advances that they will not accept orders for delivery later than 30 days hence.

ONTARIO.

Toronto, Aug. 13.—The rise in sugar has been accepted with equanimity, and buying has not been checked, for it is not a habit of sugar market in this country to be subject to fluctuations within short periods.

Brooms came into the limelight this week after a long rest of nearly 18 months, with an advance, the direct result of the rising corn market. This runs from 25c to 50c, according to grade, and is accepted generally as in nature of a first instalment. Some dealers predict a second increase that will equal the first. One firm declared that this action would be easier on the retailer and his trade than taking the whole jump at once.

The two weeks' holidays of the "road men" will be over on Saturday, and next week business as a result will be more brisk.

SUGAR.—The prices announced last week, a 10c increase, remain steady, and no further change is looked for for some time. The demand continues fairly good for preserving.

Extra Granulated Sugars—	Per 100 lbs
100 lb. bags	4 50
20 lb. bags	4 60
2 and 5 lb. cartons	4 80
Second grade, in 100 lb. bags	4 35
Extra Ground Sugars	
Barrels	4 90
50 lb. boxes	5 10
25 lb. boxes	5 30
Powdered Sugars—	
Barrels	4 70
50 lb. boxes	4 90
25 lb. boxes	5 10
Paris Lumps	
100 lb. boxes	5 25
50 lb. boxes	5 35
25 lb. boxes	5 45
Crystal Diamonds	
Barrels	5 30
100 lb. boxes	5 45
50 lb. boxes	5 55
5 lb. cartons	6 40
Crystal Dominoes, cartons	7 20
Yellow Sugars—	
No. 3	4 55
No. 2	4 45
No. 1	4 15

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

MOLASSES AND SYRUP.—There is an expectation in some quarters of an advance in corn syrups as the natural sequence of the pronounced rise in the corn markets, but so far no hint of this has been received in Toronto, and prices remain as they were.

Syrups—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 lb. tins, 1 doz. in case	2 75
10 lb. tins, ½ doz. in case	2 65
20 lb. tins, ¼ doz. in case	2 60
Barrels, per lb.	0 03¼
Half barrels, lb.	0 03½
Quarter barrels, lb.	0 03¾
Pails, 38½ lbs. each	1 75
Pails, 25 lbs. each	1 25

Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50
Maple Syrup—Compound—		
Gallons, 6 to case		4 80
½ gals., 12 to case		5 40
¼ gals., 24 to case	4 80	5 40
Pints, 24 to case	2 70	3 00
Maple Syrup—Pure—		
5 gallon cans, 1 to case	....	1 25
Gallons, 6 to case	6 60	8 00
½ gallons, 12 to case		7 25
Quarts, 24 to case	7 25	8 40
Pints, 24 to case	....	4 70
Maple Sugar—		
Pure, per lb.	0 14	0 15
Maple Cream Sugar—		
24 twin bars	....	1 80
40 and 48 twin bars	....	3 00
Maple butter, lb. tins, dozen	....	1 90

NUTS.—A slight rise in Marbot walnuts and a tendency to a firmer feeling in all lines marked the nut market.

In shell—	Per lb.	
Almonds, Formigetta	0 15	0 16
Almonds, Tarragona	....	0 17
Brazils	....	0 15
Filberts, Sicily	....	0 12½
Filberts, Barcelona	....	0 09½
Peanuts, green, per lb.	0 10	0 10½
Peanuts, roasted	0 12	0 14
Pecans	0 18	0 20
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Grenoble	0 16	0 16½
Walnuts, Marbots	0 14	0 15
Walnuts, Cornes	0 13	0 14
Shelled—		
Almonds	....	0 40
Filberts	....	0 27
Peanuts	0 09	0 10
Pecans	....	0 75
Walnuts	0 32	0 35

RICE AND TAPIOCA.—Prices are unchanged and easier at last week's lower levels.

Rangoon, per lb.	0 03¼	0 04
Rangoon, fancy, per lb.	....	0 05½
Patna, per lb.	0 05½	0 06½
Japan, per lb.	0 05½	0 08
Java, per lb.	0 06½	0 07
Carolina, per lb.	0 08	0 10
Sago—		
Brown, per lb.	0 05	0 05½
White, per lb.	....	0 05½
Tapioca—		
Bullet, double goat	....	0 09½
Medium pearl	....	0 05½
Seed pearl	....	0 05½
Flake	....	0 09½

SPICES.—There is a slight lull in the market but within ten days it will liven up with fall pickling. While firm, the prices are the same as a week ago.

	5 and 10 lb. Tins.	¼ lb. pkgs. doz.	¼ lb. tins. doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 95	..—1 08
Cream tartar	..—32	.....	.....
Curry powder	..—35	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	19—22	67—0 75	80—0 90
Peppers, white	27—29	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Cardamon seed, per lb., in bulk	2 25	1 80
Carroway, per lb.	....	0 10
Cinnamon, Ceylon, per lb.	....	0 50
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 60	0 70
Shredded cocoanut, in pails	0 18	0 20

COFFEES.—The downward tendency in the cheaper grades seems to have been checked. Brazil grades have advanced 5/8 cents at the source, but the spot market is unchanged. Central American coffees are lower than Rios and the probabilities are that the latter will be somewhat firmer. There are no changes in quotations.

Coffee, Roasted—		
Bogotas	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 35
Maricaibo	0 25	0 26
Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 18	0 20
Santos	0 21	0 23
Chicory, per lb.	0 10	0 12

TEAS.—A better demand for good medium teas as compared with the cheaper grades is developing, a sign that is welcomed heartily by the trade. Crop conditions are still a little uncertain but there is no outlook possible except a higher level for Indias and Ceylon. Japan teas on the other hand have opened two cents lower than last season.

DRIED FRUITS.—The short crop of apples has a tendency to improve prices on last year's evaporated and they are very firm at 7½ to 8 cents. Candied peels advanced about a cent to the highest quotations of a week ago.

Apples, evaporated, per lb.	0 07½	0 08
Apricots—		
Standard, 25 lb. boxes	0 15	0 17
Choice, 25-lb. boxes	0 17	0 19
Fancy	0 20	0 22
Candied Peels—		
Lemon	....	0 12½
Orange	....	0 13
Citron	....	0 18
Currants—		
Filiatras, per lb.	....	0 07
Amalas, choicest, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Vostizzas, choice	....	0 10
Vostizzas, shade dried,	0 10½	0 11
Cleaned, ¼ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½
Figs—		
Natural figs, in bags, lb.	0 05	0 07
Comadre figs, in taps, per lb.	0 04	0 04½
Eleme figs, in boxes, according to size, lb.	0 10	0 15
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25 lb. boxes	0 09	0 10
Choice, 50-lb. boxes	0 8¾	0 09
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 12½	0 13¼
40 to 50, in 25-lb. boxes, faced	....	0 11¼
50 to 60, in 25-lb. boxes, faced	....	0 09
60 to 70, in 25-lb. boxes, faced	....	0 07½
70 to 80, in 25-lb. boxes, faced	....	0 07
80 to 90, in 25-lb. boxes, faced	....	0 06½
90 to 100, in 25-lb. boxes, faced	....	0 06
Same fruit in 50-lb. boxes, unfaced, ½c less.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, old stock	0 08	0 08½
Seeded, fancy, 1 lb. packets	....	0 09
Seeded, choice, 1 lb. packets	0 08	0 08

CANNED GOODS.

Montreal, Aug. 12.—Dry weather in Western Ontario is said to be having its effect on tomato and corn crops, and if prolonged will likely be reflected in price of these canned goods.

All goods on which prices have been already announced are now being booked up for future delivery.

Sardines have again taken another jump. A special brand formerly quoted at $2.75 for ¼ lb. tins has now moved up to $3 per dozen.

Toronto, Aug. 13.—Strike of salmon fishermen and canners was of short duration. The canneries are now running at full capacity and huge catches are now being made. There is a limit of two hundred fish placed on each boat, says a despatch from Steveston, and the majority find it necessary to work only four hours to secure the full catch.

What effect the strike will have on the price quoted by the British Columbia packers is not yet certain, but in any case, conditions seem certain to be reversed compared with last year. United States prices from the Columbia River for 1913 are quoted as follows by the packers:

Talls, case, 4 doz .....$ 7.80
Flats, case, 4 doz. 8.00
Half flats, case, 8 doz. 10.00
These prices are f.o.b. coast.

These prices are the same as the opening last year and caused considerable surprise among buyers who had expected lower prices this year. The United States packers, however, declare that the outlook warranted their action as the run thus far has not been large.

The Canadian Grocer is advised on good authority that the large Canadian packers on the Pacific Coast will have a lower price to quote than those named above.

The leading packers in Canadian waters are of the opinion that prices, when opened shortly, will be much lower than prices ruling in 1914, 1915 and 1916, as this year is the usual big run in four.

MANITOBA MARKETS.

POINTERS—

Santos Coffee.—Down 1 cent.

Winnipeg, August 13.—This is a time of some anxiety as to the crops although they are for the most part so far ahead that anything like a general failure is practically impossible. Still both wholesalers and retailers are inclined to wait developments and given a few weeks more of good weather and a fall trade of great activity is assured.

Already much grain in Manitoba has been cut and this week will see a lot of stuff go down before the binders in Manitoba. Saskatchewan and Alberta are a little later but harvest will be pretty general August 20.

Business is undoubtedly picking up; country merchants are beginning to think of carrying heavier stocks. Retail merchants would do well to examine their stocks and to be sure that they have the stuff to meet the consumptive demand that is surely coming.

Prices on several lines of this season's canned goods are announced, including asparagus, gooseberries, cherries, currants, peas, beets and strawberries and they are generally a little lower than last year.

Collections are fair and no great improvement is looked for until the money realized on the crop finds its way into ordinary channels of trade.

SUGARS.—As announced last week, sugar, in sympathy with the Eastern markets, has advanced 10 cents per cwt. all round. The demand is excellent this being the preserving season and stocks generally are reported as somewhat lower.

Extra standard granulated, per bbl.	5 00
Montreal yellow, per bbl.	4 55
B.C. yellow, per barrel	4 55
Icing sugar, per barrel	5 55
Powdered, per barrel	5 35
Lumps, hard, per barrel	5 85

Sugar in sacks, 5c less.

SYRUPS.—Syrup prices are unchanged but are hardly likely to remain steady much longer as corn prices are extremely high and corn products are almost sure to go up in sympathy with the price of the raw material.

Corn Syrups—		
2 lb. tins, per case	....	2 28
8 lb. tins, per case	....	2 63
10 lb. tins, per case	....	2 51
20 lb. tins, per case	....	2 62
Barrels, per 100 lbs.	....	3 82
Molasses, New Orleans, gal.	0 33	0 35
Molasses, Barbados, gal.	0 45	0 50
Maple syrup, quarts, per case	....	6 20
Maple syrup, ½ gals.	....	5 85

DRIED FRUITS.—Dried fruits are seasonably quiet and no changes in prices are reported for this week.

	Per lb.
Prunes—	
Prunes, 80 to 90, 25 lbs.	0 06
Prunes, 90 to 100, 25 lbs.	0 05¼
Prunes, 70 to 80, 25 lbs.	0 06½
Prunes, 60 to 70, 25 lbs.	0 07½
Prunes, 50 to 60, 25 lbs.	0 08¼
Prunes, 40 to 50, 25 lbs.	0 10¼
Apricots—	
Choice	0 15½
Standard	0 13½
Slab	0 11½
Nectarines	0 11½
Cooking Figs—	
Choice boxes	0 06¼
Half boxes	0 06½
Half bags	0 06¼
Valencia Raisins—	
Fine, f.o.s., 28s, s.p., per box	2 75
Fine, selected, 28s, s.p., per box	2 70
4-crown layers, 22s, s.p., per box	2 65
4-crown layers, 17s, s.p., per box	1 35
4-crown layers, 17s, s.p., per box	0 75
Ne plus ultra, 82s, s.p., per box	2 20
Sultanas—	
California	0 09¾
Smyrnas	0 14
Currants—	
Dry clean, per lb.	0 07½
Washed, per lb.	0 07¾
1-lb. package	0 08¾
2-lb. package	0 17¾

TEAS AND COFFEES.—Consular reports state that the Oolong tea crop will exceed that of 1912 and the India tea crop is also reported above average. Santos coffee is down 1 cent.

Coffee—		
Green Rio, No. 5	....	0 14¾
Roasted Rio	....	0 20
Green Santos	....	0 15¾
Roasted Santos	....	0 21
Chicory	....	0 11¼
Teas—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40

Japans, May picking	0 35	0 50
Japans, choice	0 35	0 45

NUTS.—The Tarragona almond crop is reported as a very good one and may tend to bring down prices which are high on the failure of the Sicily and Oriental crops. The Spanish nut crop generally is a good one. Local trade is fair and quite up to average.

Brazil	0 18	0 19
Tarragona almonds	....	0 16¼
Peanuts, roasted, Jumbos	....	0 13
Peanuts, choice	....	0 11
Pecans	....	0 22
Marbot walnuts	....	0 13½
Grenoble walnuts	....	0 16
Sicily filberts	....	0 11½
Shelled almonds	....	0 38
Shelled walnuts	....	0 31

BEANS.—Trade in white beans and kindred lines continues normal with prices unchanged.

Beans—		
Hand picked	....	2 35
3 lb. picker	....	1 95
Peas—		
Split peas, sack, 98 lbs.	....	3 85
Whole peas, bushel	2 75	2 85
Barley—		
Pot barley, per sack 98 lbs.	....	4 75
Pearl barley, per sack 98 lbs.	....	3 65

FLOUR AND CEREALS.—The flour trade is featureless; the volume of business is steadily increasing. Export inquiry is quiet.

Best Patents, bbl.	....	5 60
Seconds	....	5 10
First Clears	....	4 20
Low grade	2 90	3 10
Jute bags 10 cents less.		
Cornmeal, 98 lbs.	....	1 95
Rolled Oats, 80 lbs.	....	1 65
Wheat granules, bale, 16.60	....	3 25
Granulated Oatmeal, 98 lbs.	....	2 15

FISH.—Salmon has declined 1 cent per lb., other lines of fish are steady and in fair demand. There is considerable Western poultry coming to hand at prices unchanged.

Fish—		
Fresh salmon	....	0 16
Fresh halibut	....	0 10
Steak cod, lb.	....	0 12½
Lake Winnipeg, white fish	....	0 8½
Fresh pickerel	....	0 14
Haddock, lb.	....	0 06
Market cod	....	0 10
Finnon haddie	....	0 08
Kippers, per box	....	2 00
Lake trout, per pound	....	0 12
Boaters, per box	....	1 50
Holland herring, keg	....	0 72
Labrador herring, half barrel	4 25	4 50
Salt mackerels, kit	....	2 75

NEW BRUNSWICK MARKETS.

By Wire.

St. John, Aug. 13.—The markets show little change from last week. The expected drop in flour came on Monday. Ontario declined 25 cents, and Manitoba is expected to follow. Bumper crop reported from the West is given by dealers as reason. Some expect lower flour in all grades soon. Sugar is unchanged. Lard is higher, and pork is also firmer. Corn meal is slightly advanced. New vegetables are more plentiful. Eggs and butter are about same, the latter being firmer owing to haying season.

Bacon, roll	0 16	0 16½
Bacon, breakfast	0 20	0 22
Beans, Austrian, bushel	2 30	2 65
Beans, yellow eye, bushel	3 75	3 80
Butter, dairy, per lb.	0 24	0 25
Butter, creamery, per lb.	0 25	0 27
Buckwheat, W., grey, bag	2 75	2 85
Cheese, new, lb.	0 13¾	0 14
Currants, 1's, lb.	0 07¾	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	1 02½	1 05
Corn, doz.	....	0 97½
Peas, No. 4	0 85	0 90
Peas, No. 3	0 87½	0 90
Peas, No. 2	0 90	0 95
Peas, No. 1	1 30	1 35
Peaches, 2's, doz	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	1 97½	2 00
Strawberries	1 97½	2 00
Tomatoes	1 65	1 70
Cornmeal, gran.	....	5 00
Cornmeal, bags	....	1 60
Cornmeal, bbls.	....	3 75
Eggs, hennery	0 24	0 26
Flour, Manitoba	....	6 45
Flour, Ontario	....	5 70
Lard, compound, lb.	....	0 11¾
Lard, pure, lb.	0 16	0 16½
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 38	0 39
Oatmeal, rolled	....	5 25
Oatmeal, std.	....	5 80
Pork, domestic mess	....	29 00
Backs, American clear, bbl.	25 00	27 50
Potatoes, barrel, new	2 00	2 25
Raisins, California, seeded	0 08	0 09
Rice, per cwt.	3 60	3 70
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	....	4 60
United Empire	....	4 50
Bright yellow	....	4 40
No. 1 yellow	....	4 10
Paris lumps	....	5 60

Following items are from Canadian Grocer of August 18, 1893:—

"Salmon fishing has made the Fraser River, B.C., hum with business in the last week and the 5,000 people directly or indirectly employed in the fishing business have had literally more than they could attend to. The record of salmon canning has been broken, not only on the Fraser but in the world, by the day's pack of one canning factory, and on Monday althought it sounds fishy, it is nevertheless a fact, that the river was literally full of salmon from side to side."

Editorial Note.—Every four years there is a big salmon run in the British Columbia rivers. By means of a little mental arithmetic it will be seen that 1893 was one of the big four.

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"President Clark, of the Toronto Retail Grocers' Association, presided over the regular meeting Monday night with the aid of a new gavel. Among those present were: vice-president Gibson, secretary Corrie, treasurer McMillian, F. S. Roberts, H. W. McCulloch, A. G. Booth, F. W. Johnston, J. S. Bond, Messrs. Sykes, White, Robt. Mills, J. Ferguson, J. McMahon."

Editorial Note.—Above is an extract from the report of the regular meeting of the Toronto Retail Grocers' Association in August, 1893.

GETTING AFTER THE HOUSE-CLEANING TRADE.

(Continued from page 23.)

In your newspaper or circular advertising centralize on one point each time; one article and its main uses. Perhaps it will pay you to keep up some slogan at the top as an introduction in which the word "housecleaning" is involved.

Study Uses of Various Lines.

For the next two or three weeks The Canadian Grocer will present lists of general lines of housecleaning supplies with their main uses which may be of help in determining what lines to carry.

One that is coming to be used more and more and has been referred to before, is ammonia powder. The liquid was the earliest form as all will recall, it is still used, of course, with the powder as an alternative in an odorless form.

About Ammonia Powder.

Ammonia itself is a by-product of coal tar, called sulphate of ammonia from which ammonia is produced. Chemically it is known as a disinfectant and softener of water.

Among its uses are the following:—

For washing clothes, white goods or woollens—one tablespoonful to a pail of water.

For scouring milk bottles, dairy utensils, pans and pots, glassware, cutlery, and all other kinds of kitchenware, a tablespoonful to a pail of water. Nothing else is required in the water.

For washing a painted floor, or windows, or marble, a dessertspoonful to a pail, and nothing else.

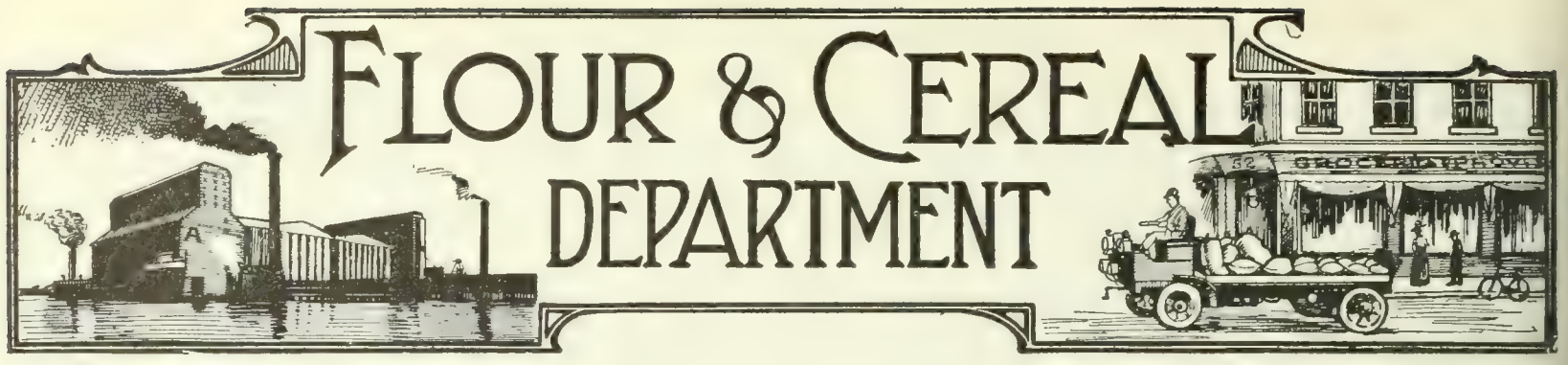
For toilet use.—A tablespoonful to a pail of water. A teaspoonful in a basin of water is sufficient for cleansing the scalp, or to soothe tired feet. For the bath the powder makes the skin smooth and is invigorating.

It also takes the pain from bites or stings of insects.

There are in addition special patented powders of known efficiency, for scouring sinks, oilcloths, and kitchenware generally that it would be well to have on hand.

Chloride of lime is one of the oldest and best known of disinfectants and "strong" cleansers, that will always have a place in housecleaning. For preventing the spread of contagious diseases it has been found most valuable, and is useful also for bleaching.

Among the other lines which will be in demand at housecleaning time are special soaps and soap powders: lye and its compounds; borax powders; stove and metal polishes, and others for rusty and oily machinery, and so forth. The Canadian housekeeper will expect to receive a supply of these from her grocer in the next few weeks.



Rolled Oats and Cornmeal Again Advance

Former Goes Up 15c Per Barrel, Cornmeal 30c, and Hominy Has Advanced 10c Per 100 Lbs.—Oat Quality Said to be Deficient—Flour Unchanged Except in St. John, Where Ontario Has Declined.

MONTREAL.

FLOUR.—Flour market holds firm in sympathy with continued strength of wheat. Trading locally is fair, and for export dull, but in spite of that wheat market insures a fairly firm feeling.

Comparing Saturday's prices on wheat with those of August 1, market shows practically no change. Prices closed firm at: Cash 96, October 90¼, December 88, and May 93¼. Whole market is firm in sympathy with oat and corn situation.

	Car lots, per bbl.	in bags,
Manitoba Wheat Flour—		
First patents	5 60	5 75
Second patents	5 10	5 45
Strong bakers'	4 90	5 25
Flour in cotton sacks, 10 cents per barrel more.		
Winter Wheat Flour—		
Fancy patents	5 00	5 20
90 per cent.	....	5 10
Straight roller	....	4 90
Blended flour	5 00	5 40

CEREALS.—Rolled oats up another 15c per barrel; cornmeal up another 30c per barrel, and hominy up 10c per 100 lbs. Such is the story in the cereal market for this week.

Though oat crop has been, and is reported in some ways as a bumper crop, it is now estimated that this refers only to bulk, and that quality is far below average. Thus rolled oats are moving upward and firm at new level. Some predict even higher prices for future, but others prefer to await more definite crop reports. In some sections damage from drought has been heavy.

Deterioration in corn crops has been heavy and rapid during past few days owing to extensive drought in large growing districts. The United States crop report, issued Friday, August 8, estimates the crop at three hundred million bushels less than the estimate made one month previous, and with drought still prevailing prospects are none too bright. Following this condition in corn, all other markets are firming up, as well as an advance being caused in cornmeal.

	Per 98-lb. sack
Cornmeal—	
Kiln dried	2 20
Softer grades	2 10
Rolled Oats—	98s, in jute.
Small lots	2 35
25 bags or more	2 25
Rolled oats in cotton sacks, 5 cents more.	
Oatmeal—Fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.	
Rolled wheat—	100-lb. bbls.
Small lots	2 85
Hominy, per 98-lb. sack	2 15

MILL FEEDS.—Situation in mill feeds holds practically unchanged owing to no further move having been made in wheat market. Prices are being firmly maintained.

Mill Feeds—	Car lots, per ton
Bran	19 00
Shorts	21 00
Middlings	23 00
Wheat moulee	25 00
Feed flour	30 00 31 00

TORONTO.

FLOUR.—The flour market continues in a patient attitude awaiting the outcome of the next few days in the West. Harvesting has now become general, and reports continue bright. Reports of rust caused a slight advance in Winnipeg on Tuesday, but this was only temporary. Prices closed at 95c for No. 1 Northern. New Ontario flour is now offering.

Manitoba Wheat Flour—	Small lots,	in bags, per bbl.,
First patent	....	5 50
Second patent	....	5 00
Strong bakers'	....	4 80
Flour in cotton sacks, 10c per bbl. more.		
Winter Wheat Flour—		
Fancy patents	5 00	5 20
90 per cent.	4 80	5 00
Straight roller	4 60	4 80
Blended flour	5 05	5 35

CEREALS.—This week a second advance in rolled oats must be registered 7½c, or 15c in the last ten days, the price thus rising from $2.20 to $2.35 for small lots. Reasons for this are variously assigned. One is that the American market for oats during the past few weeks has been higher than the Canadian, thus stimulating the importation of oats into the States. As a result prices in Canada advanced and the product followed.

Another reason, and one more generally accepted, is that the real factor has been the condition of the corn crop. In Chicago on Tuesday estimates that the corn crop had shrunk 300,000,000 bushels since August 1 exerted a powerful effect in lifting the market, and closing prices were firm, at a net advance of 7/8c to 1 3/8c. Oats rose 1/8c to 3/8c. It is believed that the influence of the corn shortage has been sufficiently discounted, however, and unless some untoward event occurs in that direction prices from this cause will remain about the same.

Another appreciable factor in rolled oats is the strong demand for export, which naturally rallies the market.

Cornmeal, per 96 lb. bag—		
Kiln dried, 25 bag lots	1 95	2 10
Softer grades, 25 bag lots	1 80	1 85
Rolled oats, per 90 lb. sack, in jute—		
Small lots	2 35	2 37½
25 bags to car lots	2 23	2 27½
Rolled oats in cotton sacks, 5 cents more.		
Oatmeal, standard and granulated, 10 per cent. over rolled oats in 90 S, in jute.		
Rolled Wheat—		
50 lb. boxes	....	1 50
100 lb. barrels, small lots	....	2 90
100 lb. barrels, 5 bbl. to car lots	....	2 80

MILL FEEDS.—Prices remain steady, but unchanged.

Mill Feeds.—	car lots.	per ton.
Bran	....	19 00
Shorts	....	21 00
Middlings	21 00	23 00
Wheat Moulee	23 00	25 00

FISH REFRIGERATOR CAR

Arrangements have now been completed for more fish, fresher fish, and better transportation services from the Atlantic coast to all parts of Quebec and Ontario. Beginning Saturday last, and every Saturday to follow an express refrigeration car will leave Mulgrave, N.S., at 11.30 a.m., consolidating at Truro with shipments leaving Halifax at 12.40 p.m. of the same day. This car will go on the Maritime Express to Montreal, arriving there at 6.30 Sunday evening. Shipments for points West of Montreal will be transferred to ordinary express cars going forward that night. This means that within less than 45 hours fresh fish can be brought from the coast to Toronto, and within 60 hours can be laid down at almost any point in Ontario. Previous to this arrangement refrigeration cars were brought up by express taking an average of two days longer to reach destination.

Drop in Tomatoes, Corn and Apples

Tomatoes Likely to Remain Steady at 40 Cents—Canadian Cantaloupes Coming in Freely—Eastern Potato Crop Good—Several Lines Off the Market.

MONTREAL.

GREEN FRUITS.—First Canadian cantaloupes arrived on market Monday and show excellent quality. These are in baskets containing from 2 to 8 melons each and run from $1 to $1.25 per basket. Last car California melons arrived late last week and was rapidly snatched up.

Blueberries from New Brunswick have so far been arriving only in limited quantities. Though no definite statement has as yet been received about crop, reports coming forward are inclined to be unfavorable and all agree that crop is later than usual.

On Monday's auction Bartlett pears ran much higher than usual on account of heavy demand and good quality of fruit. Prices on all California fruits are being firmly maintained. Peaches, however, have been doing considerable fluctuating. Monday these sold out at $1.35 to $1.40, whereas, at end of week they cost $1.70 laid down.

Raspberries and currants are practically done.

Some more pineapples have been appearing, selling 24's at $4.25 and 30's at $4.

Apples, Canadian, 11-qt. bkt.	0 45	0 50
Apples, Illinois, hpr.	....	2 00
Bananas, crate	2 00	2 50
Blueberries, N.B., per qt.	....	0 18
Cantaloupes, California, 45s, per crate	4 50	5 00
Cantaloupes, Canadian, 2 in bkt.	....	1 25
Cantaloupes, Canadian, 3-8 in bkt.	....	1 00
Cherries, 11 qt. bkt.	1 10	1 25
Cherries, 6 qt. bkt.	0 60	0 70
Currants, red or white, qt.	0 08	0 10
Currants, black, gal.	....	0 60
Currants, black, 11-qt. bkt.	....	1 25
Grapes, Malaga, 25 lb. box	....	2 75
Grapefruit, Jamaica, case	6 00	6 50
Lemons, Verdelli, case	4 25	4 50
Limes, Florida, box of 100	....	1 25
Oranges—		
Jamaicas, 126s to 250s	3 00	4 00
Sorrentos, 80s	....	2 50
Sorrentos, 160s	....	4 50
Sorrentos, 200s	....	5 00
Messina, 100s, half boxes	....	2 75
Messina, 80s, half boxes	....	2 50
Late Valencias	5 50	6 50
Pears, Gifford, Canadian, 8-qt. bkt.	....	0 50
Pears, Bartlett, California, box	4 25	4 50
Peaches, Clingstone, Canadian, 11-qt. bkt	0 60	0 75
Peaches, Clingstone, Canadian, 6-qt. bkt.	0 35	0 40
Peaches, Crawfords and Elbertas, California, box	1 35	1 40
Plums, Burbanks, Canadian, 8-qt. bkt.	....	0 50
Plums, California, Wickson and Burbanks, 4 bkt. carriers	2 25	2 50
Plums, California, Tragedies, 4 bkt. carriers	....	3 00
Raspberries, black, qt.	0 12	0 15
Raspberries, red, qt.	0 19	0 20
Watermelons, each	0 35	0 50

VEGETABLES. — Prospects all through Quebec and New Brunswick are for a big crop of potatoes, and if rot keeps out dealers see no reason why cheap prices should not prevail during season.

Dealers on the Bonsecoeur market have now stopped importing all cabbage, tomatoes, beans, cucumbers, etc., on account of farmers supplying all local trade in these lines.

Beans, wax, per bag of 25 lbs.	0 75	1 00
Beets, new, dozen	0 30	0 35
Beans, green, per bag of 25 lbs.	0 75	1 00
Cabbage, domestic, per doz.	0 75	0 90
Carrots, bunch of doz.	....	0 25
Cauliflower, hothouse, per dozen	1 50	2 50
Celery, domestic, dozen	....	0 50
Corn, domestic, per 10 doz. sack	....	1 50
Cucumbers, domestic, per doz.	....	0 40
Egg plant, box	....	3 50
Lettuce, domestic, heads, doz.	0 50	0 60
Onions—		
Egyptian, bag, of 110 lbs.	....	2 50
Spanish, per case	....	3 00
New, green, per bunch	....	0 15
Peas, domestic, per 2 bkt. bag	....	1 00
Potatoes—		
Virginia, per bbl.	....	3 50
Domestic, new, barrel	....	3 50
Radishes, per dozen	0 15	0 20
Turnips, Quebec, bag	....	1 50
Turnips, bunch of doz.	0 25	0 35
Tomatoes, Canadian, outdoor, 11 qt. bkt	0 40	0 50
Tomatoes, Canadian, box 33 lbs.	....	2 00
Vegetable marrow, doz.	1 00	1 50

TORONTO.

FRESH FRUIT.—The absence of rain has practically ended the raspberry crop the few boxes on the market this week bringing 16 cents. Lawtonberries were not so plentiful and sold regularly at 12 cents. Canadian apples came in in larger quantities and dropped from 40-50 to 25-40 cents with an improved quality. Cherries and currants are almost off the market, a few baskets of the former going at last week's prices, 75 to 90c. Canadian cantaloupes have replaced the imported and were selling at 75 to $1.00 a basket with a liberal supply.

Apples, Canadian, basket	0 25	0 40
Bananas, per bunch	1 50	2 25
Cantaloupes, Canadian, crates	....	1 50
Cantaloupes, Canadian, baskets	0 75	1 00
Cocoanuts, per sack of 80	5 00	5 50
Lemons, Verdelli, new	5 50	6 00
Oranges, California Valencias	5 50	6 25
Limes, per box of 100	....	1 [illegible]
Peaches, California, box of 8-10 dozen	1 50	1 75
Peaches, Canadian, small bkt.	0 40	0 50
Peaches, Canadian, large bkt.	0 75	0 90
Pears, California, boxes Bartletts	3 25	3 50
Pears, Canadian, 6 qt.	0 30	0 40
Pears, Canadian, 11 qt.	0 40	0 75
Plums, California,	1 75	2 25
Plums, Canadian,	0 35	0 60
Raspberries, per qt.	....	0 16
Lawtonberries	....	0 12
Watermelons, 23 to 35 lbs.	0 40	0 50

VEGETABLES.—The slump in tomatoes continued, as predicted last week, until on Saturday the price had declined to 25 cents. The cooler weather, however, has checked the overloading of the market and prices on Tuesday recovered and 40 cents was the ruling price. This, it is believed by the commission men, will constitute the average price for first-class goods for the balance of the season. A few poor lots sold at 25 cents. Corn is coming in better and dropped to 15 cents. Ontario potatoes are still far below the average crop and prices remained steady at $3.25 per bbl. Celery dropped to 40-50 cents a dozen.

Beans, wax, 11-qt., per basket	....	0 35
Beets, Canadian, new, per basket	0 25	0 30
Carrots, Canadian, new, doz. bchs.	....	0 25
Cabbage, Canadian, crate of 30	....	3 00
Cauliflower, Canadian, cs. of 2 doz.	....	1 25
Celery, domestic, doz.	0 40	0 50
Corn, new, doz.	....	0 15
Cucumbers, Canadian, basket	0 30	0 40
Lettuce, domestic heads, basket	0 30	0 35
Mushrooms, per lb.	....	0 75
Onions—		
Spanish, crate	....	3 25
Green, bkt.	....	0 35
Parsley, bkt.	....	0 75
Peas, green, 11 qt. bkt.	0 50	0 60
Green peppers	0 40	0 50
Potatoes—		
New, per barrel	....	3 25
Ontario, new, per bushel	0 90	1 00
Radishes, doz. bunches, domestic	....	0 20
Tomatoes, Canadian, basket	0 40	0 50
Vegetable Marrow	0 35	0 40
Water cress, domestic, 11-qt. basket	0 35	0 50

WINNIPEG.

FRUITS AND VEGETABLES. — There is an excellent demand for fresh fruits and vegetables and supplies are plentiful. It is expected that many lines of preserving fruits will be cheaper and more plentiful when Washington and British Columbia produce is on the market.

Bananas, per bunch	2 50	3 50
Californian lemons, crate	....	10 00
Messina lemons	....	[illegible]
Valencia oranges	[illegible]	[illegible]
Watermelons, dozen	....	[illegible]
Evaporated Cranberries	....	3 50
California plums, crate	....	2 75
California peaches, crate	....	1 90
Imported honey, box	....	5 50
California Bartlett [illegible]	[illegible]	[illegible]
California cantaloupes	[illegible]	[illegible]
Ontario tomatoes [illegible]	[illegible]	1 50
Blueberries, basket	....	1 50
California tomatoes, per case	....	1 50
Manitoba new potatoes, basket	....	1 00

A Heavy Consumption in Sword Fish

Season is, However, Nearly Over as is Also Case With Gaspe Salmon—Feast of L'Assumption Helps Trade in Fish—Good Quality Haddock Coming on.

MONTREAL.

FISH.—Owing to feast of L'Assumption coming Friday and Saturday of this week, dealers are anticipating an exceptionally heavy fish trade, and an even greater scarcity in popular lines than now prevails.

Greatest feature of market this week is the heavy trade in sword fish. Catches have been heavy, and quality exceptionally fine, so that the popularity of this fish as a food has been rapidly increasing.

Recently a boatload arriving in Boston contained 267 sword fish, and as these run from 100 to 700 pounds each some idea may be had of quantities offered for consumption. Season has now reached its height here and in another week will begin to fall off, ending altogether early in September. Prices have been reduced slightly this week.

Arrivals of halibut during past week have fallen off to such an extent as to cause a scarcity, and as demand is still heavy conditions would point to an advance in price next week.

Gaspe salmon, too, is now nearing a wind-up, supplies have greatly decreased and have caused a further advance of 2 cents to 22 cents per lb.

Receipts of doree during past few weeks have been small but as open season starts again September 1, larger supplies will be here within no great length of time.

Fresh herrings are now arriving freely. Prices quoted for large fish run at $3 per 100.

High price struck last week on lobsters curtailed demand to some extent and as dealers figure that a certain quantity must move out during each remaining week of closed season, prices have again taken an easier tone, and are quoted as much as two cents lower.

First cars of smoked fish consisting largely of finnan haddies, fillets, kippers and bloaters are now on the way. With cooler weather demand has already commenced. Dealers look forward to a heavy trade this season in all lines of smoked fish.

Fresh Stock—		
Barbotte, dressed, lb.	0 09	0 10
Bluefish, per lb.	0 16	0 18
Carp, 100 lb. boxes, per lb.	0 08	0 09
Cod, market, 250 lb. cases, per lb.	....	0 05
Doree, 100 and 150 lb. cases, per lb.	....	0 15
Flounders, per lb.	0 06	0 07
Frogs legs, large, per lb.	....	0 50
Frogs legs, small, per lb.	....	0 25
Haddock, per lb.	0 05	0 06
Halibut, per lb.	0 11	0 12
Herring, per 100 fish, large	....	3 00
Mackerel, per lb.	....	0 10
Perch, dressed, per lb.	0 09	0 10
Pike, dressed, per lb.	0 07	0 08
Salmon, B.C., red, per lb.	0 15	0 16
Salmon, Gaspe, per lb.	....	0 22
Steak cod, per lb.	....	0 07
Smelts, per lb.	....	0 12
Sword fish, per lb.	....	0 10
Trout, brook, per lb.	....	0 30
Trout, lake, per lb.	0 11	0 12
Turtles, small, per lb.	....	0 15
Whitefish, per lb.	0 12	0 13
Shell Fish, Fresh—		
Clams, per barrel	....	7 00
Crab meats, per gal.	....	2 50
Lobsters, live, per lb.	....	0 26
Lobsters, boiler, per lb.	....	0 28
Meats, bulk, standards, gal., $1.50; selects	....	1 80
Meats, solid, standards, gal., $1.80; selects	....	2 00
Oysters, Cape Cod, shell	....	12 00
Periwinkles, per bushel	....	2 50
Prawns, per gal.	....	2 00
Scallops, per gal.	....	2 75
Shrimps, per gal.	....	2 00
Frozen Stock—		
Haddock, per lb.	0 04	0 05
Herring, per 100 fish	....	1 50
Pike, per lb.	....	0 06
Smelts, fancy, per lb.	0 12	0 13
Smelts, No. 1, per lb.	0 08	0 09
Salmon, fancy, Spring, per lb.	0 14	0 15
Salmon, Gaspe, per lb.	0 15	0 16
Salmon, Qualla, per lb.	0 07½	0 08
Whitefish, per lb.	0 07	0 10
Prepared Stock—		
Boneless fish, 20 lb. pkgs.	0 07	0 08
Cod, pure, cs. of 20 tablets, per lb.	....	0 10½
Cod, pure, 3 lb. box, per lb.	....	0 15
Cod, boneless strip, 30 lb. box, lb.	....	0 10
Cod, boneless strip, 2 lb. blks., in 20 lb. pkgs., lb.	0 07	0 08
Cod, shredded, box of 2 doz.	....	1 80
Cod, skinned, per 100 lb. box	....	6 00
Cod, dried, per 100 lb. bundle	....	6 50
Pollock, dried, per 100 lb. bundle	....	6 00
Salted and Pickled Stock—		
Cod, green, ordinary, per 200-lb. bbl.	7 00	8 00
Cod, green, white napes, per 200-lb. bbl	8 00	9 00
Haddock, No. 1, green, per 200 lbs.	5 00	6 00
Herring, Holland, per keg, 75c; per ½ bbl., $5.00 to $6.00; per bbl.	9 00	10 00
Herring, Labrador, ½ bbl., $2.75, bbl.	....	5 00
Herring, Scotch, keg of 12 lbs. net, $1.25 to $1.35; ½ bbl.	....	7 00
Mackerel, No. 1, 20 lb. kits, $1.75, ½ bbl., $7.50, bbl.	....	15 00
Salmon, Labrador, ½ bbl., $8.00 to $9.00, bbl.	15 00	16 00
Trout, lake, kegs	....	7 00
Trout, sea, half barrels	....	6 50
Smoked Stock—		
Bloaters, per box	1 00	1 10
Fillets, regular and fancy, lb.	0 10	0 12
Haddies, regular and fancy, lb.	0 06	0 08
Herring, new, per box	0 13	0 15
Kippers, small, box of 50 fish	1 00	1 25
Salmon, per lb.	....	0 22

TORONTO.

FISH.—The demand locally shows an improvement this week, but with the supply still heavier, especially in halibut. Whitefish and trout continue scarce. Prices remain unchanged.

Frozen Stock—		
Roe shad, weight 3 lbs., each	1 00	1 25
Whitefish, per lb.	0 09	0 10
Fresh Caught—		
Haddock, per lb.	0 06½	0 07
Halibut, per lb.	0 10	0 11
Herring, per lb.	0 05	0 06
Mackerel, weighing 1½-3 lbs., each	0 15	0 25
Pickerel, yellow, per lb.	....	0 12
Pike, per lb.	0 06	0 08
Roe shad, weight 3 lbs., each	1 00	1 50
Salmon, B.C., per lb.	....	0 19
Steak, cod, per lb.	0 07	0 08
Trout, per lb.	0 10	0 12
Whitefish, per lb.	0 10	0 12
Smoked—		
Finnan haddie, per lb.	....	0 08
Kippers, box of 40	1 10	1 25
Bloaters, box of 60	....	1 25
Prepared—		
Cod, 1 lb. tablets, case of 20	....	2 00
Salted and Pickled—		
Herring, Holland, per keg	....	0 60

HALIFAX, N.S.

FISH.—Fresh fish continues in good supply in local market. Mackerel taken during the week are of a small run, but they find ready sale locally. Haddock now reaching market are of the finest quality, and are in fairly good demand. Sales of smoked haddies are also heavy. Receipts of halibut are light. Cod are plentiful, and fresh herring are in abundance at all local points. New pickled herring are selling freely. There is not much doing in salt fish trade, and prices will not be fixed for some weeks yet.

ST. JOHN. N.B.

FISH.—Local market was quite well stocked with fish last week. Catch was greatly aided by fine weather which prevailed along the coast. Salmon have but a week longer to run, but are still in good supply. No outside shipments of salmon have been made by dealers for some weeks. Prices remain unchanged and the demand continues brisk. This is nearing the close of the season for halibut and stocks are scarce and high. Cod and haddock are plentiful. Local fishermen have of late been catching tinker mackerel in the harbor, where they have not been caught in at least fifteen years. The offerings are small but of a choice quality and are selling well at the stands. Thus far larger mackerel caught at Canso and near Halifax have been rather scarce; but these fish run in schools the supply varies greatly. Nova Scotia fishermen have been catching large numbers of sword-fish but the local market has not yet been educated to their sale for table use, although shipments to the States are good.

Produce & Provisions

Prices Firmer in the Provision Market

Pure and Compound Lard Up Half a Cent in Montreal, and Eggs and Creamery Butter One Cent. Higher—Live Hogs Firmer All Along the Line.

The produce and provision market has a firmer tendency this week, following the easier feeling of a week ago. The market has fully recovered, and in Montreal creamery butter advanced 1 cent, and eggs took a similar rise. Toronto prices remained firm. Compound lard in Montreal followed the Toronto rise of last week, and is up ½ cent. Pure lard also advanced in the Eastern market, a dilatory tribute to the conditions in the "primary" market, but Toronto still holds at former prices. Live hogs are slightly firmer, though scarcely quotable.

The following were the transactions on the Toronto Produce Exchange on Monday:

BUTTER.—Dairy, none; creamery, 100 box solids, finest, 25c, not sold; 50 box solids, finest, 24½c, not sold; 50 box solids, under finest, 23½c, not sold; 20 box solids, finest, 24c, not sold; 20 box prints, finest, 25c, sold; 25 box prints, under finest, 24c, 23c bid.

EGGS.—50 cases rots out, 22¾c, sold; 50 cases candled, 24c, not sold; 50 cases candled, 23¾c, not sold; 10 cases, No. 2's, candled, 20c, not sold.

CHEESE.—25 box twins, new, 13¾c, not sold; 25 box, June, 1912, pfr., 15c, not sold; 25 box, Sept., 1912, pfr., 14c., not sold; 25 box, Sept., 1912, Stiltons, 14¾c, not sold.

HONEY.—100 doz. comb, finest clover, $3, $2.50 bid; 15,000, clover, new, bbl., 10½c, not sold; 20,000 clover, new, 5, 10-60, 11c, not sold; 10 tins, 60's, 11c, 10c bid; 10 tins, 60's, old, 10½c, 9½c bid.

MONTREAL.

PROVISIONS.—Upward is still the trend of the provision market. Heavy short cut pork has advanced this week $2 per barrel, and light hams 1 cent per pound. Lard also, both pure and compound, has moved up ½ cent all round—pure on account of greater firmness in hogs, and compound owing to higher prices in cotton seed oil.

Prices on hogs are also somewhat firmer for live, but easier for dressed weights. This easiness in dressed is explained by conditions in Western markets.

		Per lb.
Hams—		
Light, under 12 lbs.	....	0 22
Medium, 12 to 20 lbs.	0 20	0 20½
Large, 20 to 40 lbs.	....	0 19½
Backs—		
Plain, bone in	....	0 23½
Boneless	....	0 26
Peameal	....	0 26
Bacon—		
Breakfast	0 21	0 23
Roll	....	0 17
Shoulders, bone in	....	0 16
Shoulders, boneless	....	0 16½
Cooked Meats—		
Hams, boiled	0 31	0 32
Hams, roasted	....	0 32
Shoulders, boiled	....	0 27
Shoulders, roasted	....	0 28
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 80-100 lbs.	....	0 14½
Flanks, bone in, not smoked	....	0 15½
Barrelled Pork—		Per bbl.
Heavy short cut mess	....	31 00
Heavy short cut clear	....	31 00
Clear fat pork	....	29 00
Clear pork	....	27 00
Lard, Pure—		Per lb.
Tierces, 375 lbs. net	....	0 14½
Tubs, 50 lbs. net	....	0 14½
Boxes, 50 lbs. net	....	0 14½
Pails, wood, 20 lbs. net	....	0 14¾
Pails, tin, 20 lbs. gross	....	0 14½
Cases, 10-lb. tins, 60 in case	....	0 15
Cases, 3 and 5-lb. tins, 60 in case	....	0 15¼
Bricks, 1 lb. each	....	0 15¾
Lard, Compound—		
Tierces, 375 lbs. net	....	0 11½
Tubs, 50 lbs. net	....	0 11¾
Boxes, 50 lbs. net	....	0 11½
Pails, wood, 20 lbs. net	....	0 12
Pails, tin, 20 lbs. gross	....	0 11½
Cases, 10 lb. tins, 60 in case	....	0 12¼
Cases, 3 and 5-lb. tins, 60 in case	....	0 12½
Bricks, 1 lb. each	....	0 13¼
Hogs—		Per cwt.
Live, f.o.b.	9 75	9 90
Live, fed and watered	10 25	10 60
Dressed	....	14 50

BUTTER. — Greater demand from Western points has caused an advance both locally and in country on prices of butter. In Montreal prices on creamery moved up 1 cent all round, during past week. St. Hyacinthe on Saturday quoted 23⅜ and Cowansville 23⅝, both of which show a good substantial advance over corresponding day of week ago. Market is now in much healthier condition, but some difference of opinion is expressed as to whether the advance will hold or not.

		Per lb.
Butter—		
Creamery prints, fresh	....	0 26½
Creamery solids	....	0 26
Dairy prints	....	0 23
Dairy solids	....	0 23
Separator prints	....	0 23
Separator solids	....	0 23

EGGS.—Firmness prevails in market this week and has caused an advance of about 1 cent all around. At present there is no great desire on part of dealers to store away stocks, but demand has been increasing giving market a better tone.

		Per dozen.
Eggs, case lots—		
New laids	....	0 31
Selects	....	0 28
No. 1s	....	0 25
No. 2s	....	0 21
Splits	0 19	0 20
New laid eggs, in cartons	....	0 32

CHEESE. — Export demand for cheese continues quite active, but locally trade is light. Though it is not supposed that stocks either here or in Great Britain are heavy, still there is the New Zealand market to contend with, and as prices quoted on that market for futures are low no great change in prices is anticipated here at present.

	New.	Old.
Cheese—		
Large	0 13¾	0 15
Strong, white	....	0 16½—0 17
Twins	0 14	0 15¼
20 lb. new	0 13½	....
Stilton	....	0 17

POULTRY.—Outside of demand for live fowl coming from Jewish trade, there is little movement in the poultry business. Activity will again commence with the beginning of the game season.

		Per lb.
Frozen Stock, Dressed—		
Chickens	0 21	0 24
Ducks	....	0 22
Fowl	....	0 18
Turkeys	0 23	0 24
Fresh Stock—		
Broilers, spring, live	0 22	0 24
Broilers, spring, 3 lb. pr., dressed	....	1 25
Ducks, spring, dressed	0 26	0 28
Ducks, old, dressed	0 15	0 16
Fowl, live	0 16	0 16
Fowl, dressed	....	0 21
Turkeys, old Tom, dressed	0 22	0 23

TORONTO.

PROVISIONS.—The easier tone in the meat market did not continue long and this week sees it restored to its firm condition with a tendency to advance. Large hams have gone up ½ cent, a trifle behind the rest in this respect. Pure lard continues very firm and is expected to go up at any time. Indeed its stationary position has puzzled many produce men and some declare that this is due to stocks being heavy and the

tendency to use compound lard, as a substitute.

Hams—		
Light, per lb.	....	0 21½
Medium, per lb.	....	0 21½
Large, per lb.	0 19	0 20
Backs—		
Plain, per lb.	0 24½	0 25½
Boneless, per lb.	0 25½	0 25½
Pea meal, per lb.	0 24½	0 25½
Bacon—		
Breakfast, per lb.	0 20	0 21
Roll, per lb.	0 16	0 16½
Shoulders, per lb.	0 13½	0 14½
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 15¾	0 16
Long clear bacon, heavy	0 15	0 15¾
Cooked Meats—		
Hams, boiled, per lb.	....	0 31
Hams, roast, per lb.	....	0 31
Shoulders, boiled, per lb.	....	0 22½
Shoulders, roast, per lb.	....	0 23½
Barrelled Pork—		
Heavy mess pork, per bbl.	24 00	25 00
Short cut, per bbl.	28 50	29 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 14	0 14¼
Tubs, 60 lbs., per lb.	0 14¼	0 14½
Pails, 20 lbs., per lb.	....	0 14¾
Pails, 3 and 5 lbs., per lb.	....	0 15½
Bricks, 1 lb., per lb.	....	0 15¾
Lard, Compound—		
Tierces, 400 lbs., per lb	0 11	0 11¼
Tubs, 60 lbs., per lb.	0 11¼	0 11½
Pails, 20 lbs., per lb.	0 11½	0 11¾
Hogs—		
Live, f.o.b., per cwt.	....	9 65
Live, fed and watered, per cwt.	....	10 00
Dressed, per cwt.	....	14 000

BUTTER.—There are two conflicting elements in the market which work to keep prices as they are. Stocks are heavy but on the other hand the pastures are in poor condition in most districts, owing to lack of rain for weeks. Americans are beginning to store again. In general, the market is firmer than last week and the cooler weather has improved the quality.

	Per lb.	
Butter—		
Creamery prints, fresh	0 26	0 28
Creamery solids	0 24	0 25
Dairy prints, choice	0 21	0 23
Dairy solids	0 20	0 22
Separator prints	0 23	0 25
Separator solids	0 21	0 22

EGGS.—Prices a shade firmer with supplies beginning to improve in quality is the condition this week. Storing will commence in a couple of weeks which will have the effect of strengthening prices.

	Per dozen.	
Eggs, case lots—		
Selected new laid	0 26	0 28
Selected, new laid, in cartons	0 29	0 30
Fresh gathered	0 24	0 25
No. 2's	0 18	0 20
Splits	0 17	0 18

CHEESE.—The same conditions that govern eggs and butter this week are observable in cheese market. There was a considerable amount of old cheese offering this week and the price broke about ¼ cent to 14¾. The sales on the cheese boards on Tuesday were at 12¾ and 12 11-16.

Cheese—		
Old, large	0 14¾	0 15
Old, twins	0 15	0 15¼
New, large	0 14¼	0 14½
New, twins	0 14¾	0 15

POULTRY.—The plentiful supply of broilers has dropped the price to 18-20 cents from 21 a week ago. Dressed broilers are also down three cents, to 22-25. Stocks, including ducks, promise to come in liberally in the next few weeks and any change in the market will be in a downward direction.

	Per lb.	
Frozen Stock—		
Broilers, dressed	0 22	0 25
Chicks, milk fed, dressed	....	0 25
Chickens, dressed	0 20	0 22
Ducks, dressed	0 16	0 20
Fowl, dressed	0 17	0 18
Turkeys, dressed	0 24	0 25

	Live.	Dressed.
Fresh Stock—		
Broilers, spring	0 18—0 20	0 22—0 25
Ducks, spring	0 11	0 15—0 16
Fowl	0 13	0 14—0 15
Turkeys, old Tom	0 14—0 18	0 18—0 20

HONEY.—The supply was somewhat heavier this week with prices ruling the same, from 10½ to 11, and 11 to 11½ for small lots. Comb honey is steady at $2.50-$3.00 for firsts and $2.25 for seconds.

WINNIPEG.

PRODUCE AND PROVISIONS.—Butter and cheese are steady on the local market. Eggs are dearer and complaints of unevenness in quality are common. Cured meats vary some in prices, some lines being cheaper and some a little dearer. There is no change in lard.

Butter—		
Creamery	0 28	0 26
Dairy, best	....	0 22
Dairy, No. 1	0 17	0 18
Dairy, No. 2	0 16	0 17
Cooking	....	0 12
Eggs, per doz.	0 18	0 23
Cheese—		
Ontario, large	....	0 15½
Ontario, twins	....	0 15¾
Lard—		
Tierces, per lb.	....	0 13¼
50 lb. tubs	....	6 75
20 lb. pails	....	2 75
3 lb. tins, cases	....	8 55
5 lb. tins, cases	....	8 50
10 lb. tins, cases	....	8 40
Cured Meats—		
Hams	0 19	0 22
Bacon	0 21	0 22½
Long, clear, D.S.	....	0 15
Shoulders	....	0 15½
Mess Pork, bbl.	....	28 00
Seneca root, new crop, per lb.	0 50	0 55

Fast Maritime Express to Help Fish Trade

Thirty Hours From Halifax to Montreal Every Week-end—Feast Days Coming on Will Mean Big Extra Demand for Fish —Some Suggestions on Refrigeration.

Montreal, Aug. 14 (Special).—Thirty-one hours from Mulgrave, N.S., or 30 hours from Halifax, N.S., is now the time taken to lay down fresh fish in Montreal from these places. Every Saturday from now on a special refrigeration car leaves Mulgrave at 11.30 a.m., consolidating at Truro with shipments from Halifax, and arrives by Maritime express in Montreal at 6.30 Sunday evening.

For delivery outside of Montreal shipments will be transferred to regular express cars and go forward Sunday night. That this may be done, dealers ask that all orders for delivery by this service be received not later than Friday, as they have to be filled en route and transferred without delay to the several trains in Montreal leaving that night.

Previously refrigeration service was given only by freight, consignments arriving in Montreal Wednesday, in good time for Friday's retail trade.

The question now arises, "Is Monday the best day to have fish brought in?" Should the plan work out successfully it is possible that cars will be brought through more than once a week, but in the meantime retailers would do well to communicate with fish dealers and advise as to day most suitable for receiving deliveries.

Better Organized Industry.

Every year the fishing industry is becoming better organized. Halibut can be bought to-day at a rate really lower than that quoted ten years ago, and solely on account of heavier consumption and better transportation facilities. "This is the time of year to get after the fish business," states T. W. C. Binns, with Matthews-Laing, in their retail store, 89 Rideau Street, Ottawa. "Fish are freshest at this time. Herrings have now been coming in fresh for a couple of weeks, but people aren't going after them. They will use four times as many when there is only frozen stock to be had. Here, then, is a chance for the fish dealer to get right after a line of business practically undeveloped."

"One of the big features of the fish business," states Mr. Binns, "is the service rendered. Nowadays people want fish sent home 'ready for the pot,' so to speak. And the man who makes it a practice of fixing up fish in every way that people desire it is the man who is now going to get the trade.

"In the store of the up-to-date fish retailer conditions are altogether different from those prevailing some years ago. Then all fish were kept in an ice box packed away as best they could be, but now anyone going into the business at all extensively needs a refrigeration system with its spacious chill rooms, which offer innumerable advantages from pure food and sanitary standpoints, to say nothing of those derived from even temperatures and automatically arranged service."

Good Demand From Now On.

Friday and Saturday of this week is the Feast of L'Assumption, and from this out fish days will be numerous. With better transportation service continually being arranged, advantages heretofore undreamed by the average retailer are being offered. All these are arguments strongly in favor of pushing the fish department to the last degree.

The Seed Drill and The Reaper

¶ Advertising and Personal Salesmanship are like the Seed Drill and the Reaper.

¶ They are separate and distinct. Each performs different functions, yet each is necessary for the common good.

¶ They work together, in the same field, for the same man, to the same end.

¶ Advertising is the Seed Drill of Modern Commerce.

¶ It plants the Seed of Good Will in the minds of prospective customers. The seed grows to interest, and interest turns gradually into a desire to possess. The harvest ripens and is garnered in by the ever-ready salesman.

¶ The Salesman is the Reaper of Modern Commerce.

¶ He reaps where advertising has sown.

¶ Advertising performs the missionary, the educational and the preliminary work—The Salesman comes along and finds the well-tilled field, ripe with a golden harvest. It is his business to gather in the sheaves.

¶ He reaps most who sows the best, and a just man will not forget the seed drill when the reaper is at work.

Rate Card and Full Information Gladly Furnished on Request.

Canadian Grocer

"The paper grocers read"

143 University Avenue, TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ..each	0 04
100 books and over, each.	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancacke Flour per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black Currant	2 00
Red Currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

Red currant	2 00
Black Currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55

Marmalade.

Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz..	4 60
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz...	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz...	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes.	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 25
Diamond, ¼'s, 6 and 12-lb. boxes	0 26
Icings for Cake—	
Chocolate, white, pink, lemon orange, maple, almond, cocoanut, cream, in ½-lb. packages. 2 doz. in box, per doz...	0 90
Chocolate Confections—per lb.	
Maple buds, 5-lb. boxes	0 37
Milk medallions, 5-lb. bxs.	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 26
Nonpareil wafers, No. 1, 5-lb. boxes	0 31
Nonpareil Wafers , No. 2, 5-lb. boxes	0 26
Chocolate ginger, 5-lb. bxs.	0 31
Milk chocolate wafers, 5-lb. boxes	0 37
Coffee drops, 5-lb. boxes	0 37
Lunch bars, 5-lb. boxes	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box.	1 36
Royal Milk Chocolate. 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 5c bars, 24 bars, per box	0 85
Almond nut bars, 4 bars, per box	0 85

EPPS'S.

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N. S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s..	0 26
" Vanilla sticks, per grs.	1 00
" Diamond chocolate, ½s.	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 34c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; Cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 21c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box. $1.25 per box.

The above quotations are f.o.b. Montreal.

Guaranteed Supreme Quality.

GLASSCO'S JAMS EXCEL

Guaranteed to be the best Product in Canada

Back of Glassco's Jams, Jellies, Marmalades and Catsups stands the experience of men who exert every energy to make their products the acme of high class purity, reinforced by facilities unequalled anywhere in the preserving business. Glassco foods are all fresh—none held over from last season.

Write or wire (collect) to us for a trial shipment. We invite comparison.

We use nothing but the Famous Oakville Strawberries.

GLASSCO - LIMITED, HAMILTON AND OAKVILLE

Preserving Plant, Oakville, Ont. **A complete stock kept in Winnipeg**

Messrs. H. W. Glassco & Co., Agents—Confederation Life Building.
Toronto—Messrs. Eby-Blain, Limited

"One Grade Only and that the Highest."

The Customer Comes Back

to deal regularly at the store that gives her the best value for her money.

Melagama Tea & Coffee

Are acknowledged leaders in quality, flavor and purity.

We guarantee sales and pay the freight. Wire, phone or write for a case of each TO-DAY.

Packed By

Minto Bros.

TORONTO

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case.
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	6 60
Silver Cow Brand, ea. 4 doz.	5 40
Gold Seal Brand, ea. 4 doz.	5 25
Mayflower Brand, ea. 4 doz.	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz.	4 75
Clover Brand, ea. 4 doz.	4 75

Evaporated (Unsweetened)—

St. Charles Brand, small, ea. 4 dozen	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 dozen	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, ea. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50lb. case.

Terms—Net 30 days prepaid.

FLAVORING EXTRACTS.

SHIRRIFF'S

Quintessential.

1 oz. (all flavors) doz.	1 05
2 oz. (all flavors) doz.	2 00
2½ oz. (all flavors) doz.	2 30
4 oz. (all flavors doz.	3 50
5 oz. (all flavors) doz.	4 50
8 oz. (all flavors) doz.	6 50
16 oz. (all flavors) doz.	12 00
32 oz. (all flavors) doz.	22 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottles (retail at 50c)	4 50
4 oz. bottles (retail at 90)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS

IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN, LIMITEE.

Montreal Agencies.

BASIN DE VICHY WATERS.

L'Admirable, 50 qts., cs.	5 00

VICHY LEMONADES.

La Savoureuse Champenoise Cork 50 qts., cs.	8 00
50 pts., cs.	5 00
La Savoureuse "Claret Brown," 100 pts., cs.	9 00
St. Nicholas Champenoise Corks, 50 qts., cs.	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. Olive Oil.

Cs. 25 1 lb. bars, lb.	0 08½
Cs. 200 3½ lb. pieces, cs.	4 00
Cs. 12 3 lb. bars, lb.	0 10½
Cs. 50 ¾ lb. pieces, cs.	3 75
Cs. 50 1 lb. sq. pieces, cs.	4 50
Cs. 50 1 lb. long pieces, cs	4 50
Cs. 200 300 grs. pieces, cs	12 00
Cs. 100 300 grs. pieces, cs	6 00
Cs. 200 200 grs. pieces, cs	7 50

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 90

Motts Golden Russett—

Sparkling Cider, 12 qts.	4 50
Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 sp.	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal.

Imported Peas "Soleil"

	Per case
Extra Fins, 50 1 kilo	14 50
Extra Fins, 100 ½ kilo	15 00
Tres Fins, 100 ½ kilo	13 50
Fins, 100 ½ kilo	11 50
Mi-Fins, 100 ½ kilo	11 00
Moyens No. 2 100 ½ kilo	9 50
Moyens No. 3, 100 ½ kilo	9 00
Fins 1 Frs Petit & Cie, 100 ½ kilo	10 00
Moyens, 1 Frs. Petit & Cie, 100 ½ kilo	7 50

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25
Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ⅛ gal.	2 60

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases, 4 doz. each, flats, per case	5 40
Cases, 4 doz each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD

COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases, 3 lbs., 20 to case	0 11¼
Cases, 5 lbs., 12 to case	0 11⅛
Cases, 10 lbs., 6 to case	0 11

F.O.B. Montreal.

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45
	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

VERMICELLI AND MACARONI

C. H. CATELLI CO., LIMITED.

Hirondelle Brand

	1 lb. pkgs.	Loose
Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs. cases	7	6½
Egg noodles, case 10 lbs. loose; case 60 pkgs, ½ lb. each	7½	7

Marguerite Brand.

Same assortment as above	6½	6
Egg noodles in 10 lb. cases, loose, in 60 pkgs., ½ lb. each	7	6½

Catelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lbs. (loose)		5½
30 lb. cases, 1. lb. packages		6

Terms, Net 30 days.

D. SPINELLI CO., Registered.

Globe Brand.

Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Alphabets 30 lb. case	7	6½

Spinelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lb. cases (loose)		5½
30 lb. cases, 1 lb. pkgs.		9

Terms—Net, 30 days.

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5,00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 80
1 gall., doz.	19 20
1-16 gall., gross lot	20 00

The West is full *of* Activity

Everything is life in the Western country—the country of glimmering gold wheat, the granary of the world. Every day new blood is added, new demands show up for Eastern products, new channels for your goods. Are you going to take advantage of the growing West or allow others to step in ahead?

We offer our services in marketing your products—the service of a well trained and efficient staff, who call on the wholesalers throughout the entire Wst. We offer our warehouse facilities at the five main distributing points. Can you do better when we guarantee sales? **Write to-day.**

NICHOLSON & BAIN, Wholesale Commission Merchants and Brokers

HEAD OFFICE: WINNIPEG, MAN.

BRANCHES: REGINA SASKATOON EDMONTON CALGARY LETHBRIDGE

BACON

Do not forget to put a piece of "Star Brand" English Bacon in the order for your customer when going to Camp or Summer Home. Boneless Bacon is the best and at the same time the cheapest line of either fresh or cured meats and will not fail to give your customer the best of Satisfaction.

Made under Government inspection.

F. W. FEARMAN CO.

LIMITED

HAMILTON

Established 1854

What is nicer for the camper than a tin of

UPTON'S

Pure Fruit Jam or Orange Marmalade

Keep up your stock.

Don't neglect your opportunities.

Sold by all Jobbers

T. UPTON CO., Limited

Sales Office: St. Catharines, Ont. Factory at: Hamilton, Ont.

Prepare for House Cleaning Time

Stock up now with "Bull Dog" Brand Cleansers. Be prepared to satisfy the demand with cleansers that have *proven merit*—cleansers that will please your customers and build permanent business for YOU.

"Bull Dog" Brand Cleansers please every time—they bring repeat sales.

WE CLEAN UP EVERYTHING

"BULL DOG" BRAND BLEACH-O is the best for washing white goods and flannels—removes stains.

"Bull Dog" Brand Ammonia Powder.
"Bull Dog" Brand Chloride of Lime.
"Bull Dog" Brand Borax.
"Bull Dog" Brand Liquid Blue.
"Bull Dog" Brand Liquid Ammonia.

Call and see us at the Exhibition. Our booth is under the Grand Stand.

The John B. Paine Company, Limited

65 Pearl Street **Toronto**

ENERGETIC CLERKS

who are willing to work after hours can add substantially to their salary by joining the MacLean Circulation Organization, the largest and most efficient in America.

There are already over 400 circulation salesmen getting subscriptions for MacLean's Magazine, but there is scope for more. If you will take up the work in your district you will find it will pay you well.

Get started now—Don't wait.

WRITE FOR PARTICULARS TO

MacLean Publishing Co., 143-149 University Ave., Toronto, Can.

Canned Goods

Just think for a minute that you have an opportunity this year to buy

"PRIMUS" BRAND

High class **Canned Vegetables and Fruits**, at very attractive prices.
Quotations sent with pleasure on all lines. Full guarantee. Full delivery.

Belgium Peas (All qualities)

Just received a shipment. Prices reasonable. Quality unsurpassed.

Pates de Foie Gras and Puree

Just received a nice assortment.

L. A. PRICE & CIE., BORDEAUX

All sizes, tins and jars, 1-16 to 1 lb. Prices very low.

French Sprats 1-4s

300 CASES just received. Fine quality fish.

Lobsters, "New Pack"

We have a surplus yet, after filling our contracts. Quality guaranteed.

HERE IS A SNAP

BELGIUM GREEN PEAS, 220 lb. bags .....Net 4½c lb.
NATURAL FIGS, Bags 30 lbs. gross .....Net $1.25 bag

Quality of our goods always guaranteed.

At your disposal for prices, samples, information.

"**SATISFACTION**" our motto.

L. CHAPUT, FILS & CIE, Limitee

Wholesale Importers, Montreal

"SOCLEAN."

THE DUSTLESS SWEEPING COMPOUND.

25c Pail, 2 doz. in case (4½ lbs.) enlarged size $4 50
40c Pail, formerly 50c, 2 doz. in case (8 lbs.) 7 20
75c Pail, formerly $1.00, 1 doz. in case (17 lbs.).... 6 75

"ANTI-DUST" SWEEPING POWDER.

2 lb. tins, 3 doz. crates, doz. 1 40
5 lb. tins, 1 and 2 doz., crates, per doz. 3 90

STARCH.

THE CANADA STARCH CO., LTD.

EDWARDSBURG BRANDS and BRANTFORD BRANDS.

Boxes.	Cents
Laundry Starches—	
40 lbs. Canada Laundry....	.05½
40 lbs., Canada white gloss, 1 lb. pkgs.	.06
48 lbs., No. 1 white or blue, 4 lb. cartons	.06½
48 lbs., No. 1 white or blue, 3 lb. cartons	.06½
100 lbs , kegs, No. 1 white.	.06
200 lbs., bbls., No. 1 white	.06
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs.	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label	.07½
40 lbs. Benson's Enamel (cold water), per case....	3 00
20 lbs. Benson's Enamel (cold water), per case.....	1 50
Celluloid—boxes containing 45 cartons, per case.....	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch ..... (20-lb. boxes ¼c higher.)	.05¼
Casco Potato Flour, 20-lb. boxes, per lb.	.10

BRANTFORD STARCH.
Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs.	.05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06
First Quality White Laundry—	
3-lb. canisters, cs of 48 lbs	.06½
Barrels, 200 lbs.	.06
Kegs, 100 lbs.	.06
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lbs.	.07½
6-lb. toy trunks, lock and key, 3 in case	.08
6-lb. toy drum, with drumsticks, 2 in case.....	.07¾
Kegs, extra large crystals, 100 lbs.	.07
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.05¼
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07½
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes of 40 lbs.	.07½
(20-lb. boxes ¼c higher than (40's.)	

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per case, $4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz., per case, $6.50; 16-oz. tins, 3 doz. per case, $6.75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.

Individuals, 45c per dozen.

Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz.	0 90
Clear soups, in stone jars, 5 varieties, doz.	1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.

Case of ½-lb., containing 120 packages, per box, $3.00.

Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

THE CANADA STARCH CO., LTD.

CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case...	2 40
5-lb. tins, 1 doz. in case...	2 75
10-lb. tins, ½ doz. in case.	2 65
20-lb. tins, ¼ doz. in case.	2 60
Barrels, 700 lbs.	3¼
Half barrels, 350	3½
Quarter barrels, 175	3¾
Pails, 38½	1 75
Pails, 25 lbs. each	1 25

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case...	2 75
5-lb. tins, 1 doz. in case...	3 10
10-lb. tins, ½ doz. in case.	3 00
20-lb. tins, ¼ doz. in case.	2 95

(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND CORN AND MAPLE SYRUP.

Quart tins (wine measure) 2 doz. in case, per case..	4 70

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.

2s., Tins, 2 doz. to case.

Quebec, per case .....$	1 85
Ontario, per case	1 90
Manitoba, per case	2 30
Saskatchewan, per case....	2 60
Alberta, per case	2 70
British Columbia, per case	2 40

DOMOLCO BRAND.

2s., Tins, 2 doz. to case.

Quebec & Ontario, per case	2 60
Manitoba, per case	3 00
Saskatchewan, per case ...	3 20
Alberta, per case	3 30
British Columbia, per case.	3 10

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz. .....$ 0 90
Pint bottles, 3 doz., cases, doz. 1 75

H. P.

H. P. Sauce—	Per doz.
Cases of 3 dozen	$1 90
H. P. Pickles—	
Cases of 2 doz. pints.....	3 35
Cases of 3 doz. ½-pints..	2 25

STOVE POLISH.

JAMES DOME BLACK LEAD.	
6a size, gross .....$	2 40
2a size, gross	2 50

NUGGET POLISHES.	Doz.
Polish, Black and Tan	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tar	3 25
Creams and White Cleaner	1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s...	45
Black Watch, 12s	45
Bobs, 5's and 10's	39
Bully, 6s	44
Currency, 6½s and 12s	39
Stag, 5 1-3 to lb.....	39
Old Fox, 6 lb. boxes	40
Pay Roll Bars, 7½s	59
Pay Roll, 7s	59
War Horse, 6s	42
Plug Smoking, Shamrock, 6s, plug or bar	45
Rosebud Plug, 7s	50
Empire, 6s and 12s.....	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking — Great West Pouches, 8s	59
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO.
East of Winnipeg.

	Wholesale R't'l	
Brown Label, 1s and ½s	.25	.30
Green Label, 1s and ½s	.27	.35
Blue Label, 1s, ½s, ¼s, and ⅛s	.30	.40
Red Label, 1s and ½s ..	.36	.50
Gold Label, ½s	.44	.60
Red-Gold Label, ½s	.55	80

LUDELLA CEYLON TEA.

Orange Label, ½s	.24	.30
Brown Label, ½s and 1s.	.28	.40
Brown Label, ¼s	.30	.40
Green Label, ½s and 1s	.35	.58
Red Label, ½s	.40	.60

MELAGAMA TEA.
MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases. All delivered prices.

	Wholesale R't'l	
Brown Label, 1-lb. or ½	.25	.30
Red Label, 1-lb. or ½...	.27	.35
Green Label, 1s, ½ or ¼	.30	.40
Blue Label, 1s, ½ or ¼.	.35	.50
Yellow Label, 1s, ½ or ¼	.40	.60
Purple Label, ¼ only...	.55	.80
Gold Label, ¼ only	.70	1.00

JAMS AND JELLIES.
T. UPTON & CO.

Pure Fruit Jams—Raspberry & apple, Strawberry and apple, peach and apple, plum and apple, red currant and apple, black currant and apple, cherry and apple, apricot and apple, gooseberry and apple, huckleberry and apple, fig and apple, 12 oz. glass jars, 2 dozen in case $1.00 per doz.; No. 2 tins, 2 dozen in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37 1-2c. per pail; No. 7 tin pails, 6 pails in crate, 52 1-2c per pail; No. 7 wood pails, 6 pails in crate, 52 1-2c per pail; 30 lb. wood pails, 7 1-4c. per lb.

Packed in assorted cases or crates if desired.

Pure Fruit Jellies — Raspberry, strawberry, black currant, red currant and pineapple flavors, 9 - oz. glass tumblers, 2 doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; No. 7, tin pails 6 in. crate, 52½c; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.
WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per dozen	$0 90
List Price.	
"Shirriff's" (all flavors), per doz.	0 90

Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages	1 15

Best food for youngsters, for grown ups—and best for your sales, too!

There is real gratification in recommending this most delicious, appetizing and digestible breakfast food. Your Customer not only appreciates your judgment, but never fails to come back for more.

Just the best Canadian wheat, cooked for hours with fine Barley Malt, rolled into dainty flakes, baked and crisped. Packed with never a touch of human hand. Rich in all the body-building elements and absolutely free from any quality that can possibly disturb the digestion.

Made by

The H-O Company

Hamilton, Ont.

Swallow Brand

(Hirondelle)

Macaroni and Vermicelli is a brand of worth, because the best elements unite in its production, the result being the height of perfection from every standpoint.

There's Worth in Quality

The "Swallow" Brand proves the worth of its quality. Manufactured with the best quality of Canadian Flour, in the best equipped mills, and under the management of experts, it fears no competition as to quality and freshness from the imported article.

SOLD ANYWHERE
LIKED EVERYWHERE

C.H.CATELLI CO., LIMITED
MONTREAL

A Square Deal From Square People

Moral—"Always Stock GILMOUR'S"

Ours is the BIG YELLOW TIN with contents as soundly made as can be.

It is not a matter of big profits with us. But high quality, smaller profit, and BIGGER TRADE.

SEE THAT YOU GIVE THEM GILMOUR'S 'CAUSE GILMOUR'S TAKES THE DIRT OFF.

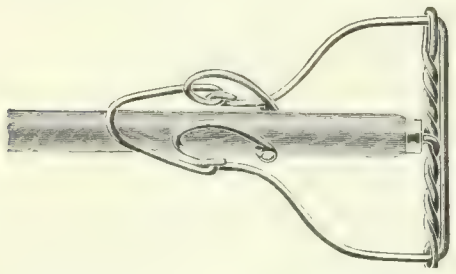
THE GILMOUR CO.

604 PAPINEAU AVE., MONTREAL

AGENTS:

E. O. Cornish, Vancouver; Watson & Truesdale, Winnipeg; Fenwick & Hendry, Kingston; F. E. Roberge, Ottawa; G. W. Gorham, Halifax; Edward Lacroix, North Sydney.

ELY'S No. 23



The New Wire Mop Head

Rustless, unbreakable, rigid, are points that cannot be overlooked in Ely's No. 23. The head and slide are made of No. 9 tinned wire. Head is double twisted to ensure strength and rigidity. Spring and lever are made of No. 10 tinned, spring tempered wire.

Will not mar baseboards and furniture, for it has no sharp corners.

A sample gross from your jobber or from us will prove our claims. Write us to-day.

Theo. J. Ely Mfg. Co.

Manufacturers of 23 styles of Mop Heads

25th and Ash Streets

Erie, Pennsylvania

TOMATOES, CELERY, PINEAPPLES, ORANGES, BANANAS.

Shipments of Fruits and Vegetables arriving daily.

—Get our quotations.

Prompt shipment assured.

LEMON BROS.

Owen Sound, Ontario

Very Fine

No lemons on the market the equal of

"St. Nicholas"
"Home Guard"
"Puck"
"Queen City"
"Kicking"

Mention in your order the brand you want.

J. J. McCABE

Agent

Toronto, Ont.

CHOICE ONTARIO APPLES

In car lots, packed in barrels or boxes, straight or assorted varieties. Guaranteed full Government standard.

Fruit all grown in our own orchard and packed in our own packing house at Waterdown, Ontario.

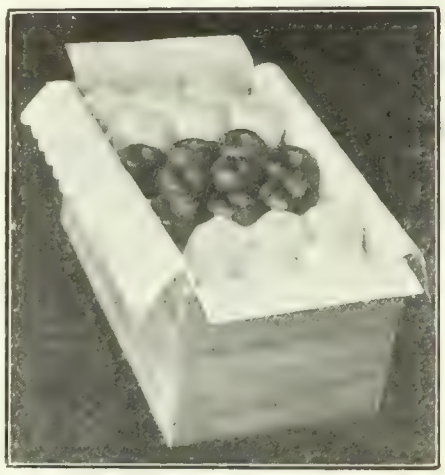
WRITE FOR PRICES

We also want a good connection in every town or city to take orders for Xmas box apples, delivered to any address in Great Britain or Ireland. Liberal commission.

Choice evaporated apples always on hand from our own evaporators.

THE WENTWORTH ORCHARD CO., LIMITED

Dundas, Ontario



THE McGREGOR PAPER BAG HOLDER.

HOLDS EVERY SIZE BAG FROM ¼ TO 10 LBS.

hangs right above the counter ready for use. Saves time, space and waste in bags. **No hole punching** or any extra trouble whatsoever, simply lay the bags in their respective compartments. Quicker service a certainty. No up-to-date store should be without one.

Selling Agents for Canada:
KILGOUR BROS.
21-3 Wellington St. W., Toronto

O. P. McGREGOR
Patentee and Manufacturer
411 Spadina Ave., Toronto

Baking Powders are not all alike

Some are pure and some are not. The **purest** of the pure is the powder with a pedigree

COOK'S FRIEND

It is made purer than the law demands, in fact it cannot be made purer. Has been on the market for over 50 years.

Order from your wholesaler.

W. D. McLaren
LIMITED
Montreal Canada

Local Fruits

in Large Supply

AT THE FRUIT MARKET

TOMATOES CHEAPER

Canadian Peaches and Plums coming

California Peaches, Pears, Plums, Grapes, etc.

A Full Assortment

WHITE & CO., LIMITED

Wholesale Fruit and Fish

TORONTO **HAMILTON**

Home Grown Fruits

We receive large consignments of all varieties of Domestic Fruits and Vegetables every morning, fresh from the growers.

You are assured of getting the best quality at best prices if you leave your orders with us.

If you are not already on our mailing list for weekly quotations, advise us.

The House of Quality.

HUGH WALKER & SON

Established 1861

GUELPH and **NORTH BAY**

MEADOW CREAM SODAS

Delicious and Crisp

The value to the merchant and the satisfaction to the customer depends very largely on the length of time sodas stay fresh. Then, too, the ready sale of the sodas ensures quick turnover, and incidentally no stale stock.

Meadow Cream Sodas retain their crisp deliciousness indefinitely, and therefore sell readily. Have you tried them out? If not, introduce them to your patrons now. Send to-day.

The

W. J. Crothers Co.

Kingston, Ontario

THE BEST OF THEM ALL.

PURE *Elgin Brand* **LEAF**

Kettle Rendered Lard

has an A1 record that's hard to beat

Everything Elgin Brand is good, and we manufacture all lines of Pork and Pork products.

We are making a specialty this season of Old Canadian Cheese. The cheese with the flavor.

We solicit your consignments for Cold Storage. You will find our facilities are unexcelled.

Send for a Post Card Order Book.

The St. Thomas Packing Co.

LIMITED

Pork Packers and Provision Merchants, Pork, Pork Products and Beef, Butter, Eggs and Cheese.

ST. THOMAS, ONT.

Wholesale Branches at Windsor and London, Ont.

Let us send you one of our Post Card Order Books.

Stock of Special "Class"

gives dignity to the entire stock of a grocery. Even though you use only moderate quantity of quality goods, there is no wiser selection for you than

CARR'S BISCUITS

With such stock on hand you invite a trade that will advertise you and make you successful.

Carr's Biscuits are packed for export in air-tight tins.

Write for Prices.

CARR & CO. CARLISLE ENGLAND

AGENTS—Wm. H. Dunn, Montreal and Toronto; Hamblin & Brereton, Limited, Winnipeg and Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.

PACKARD'S WHITE "O" Shoe Polish

For Cleaning
White Canvas Belts, Shoes, Helmets, Etc.

PUT UP IN FOUR STYLES—viz:

Paper Wrappers at - - -	.50 a doz.
Paper Boxes at - - - -	.75 a doz.
Wood Boxes at - - - -	1.00 a doz.
Zinc Boxes at - - - -	1.50 a doz.

A big seller at this time. For sale by all jobbers.

L. H. Packard & Co. Ltd
MONTREAL

Little Work

is necessary to work up a nice trade in Tobacco. Just a display or verbal introduction of the leaders will do the trick.

Rose Quesnel
—Smoking

King George Navy Plug
—Chewing

Tobacco users everywhere praise the delightful "Rose Quesnel" fragrance and fine flavor. It is a pure Canadian smoking tobacco, deliciously cool and sweet.

King George Navy Plug Chewing Tobacco meets the most stringent requirements of the epicure tobacco user.

Rock City Tobacco Co., LIMITED
QUEBEC

A SLIGHT DIFFERENCE

in price on a cheap article like

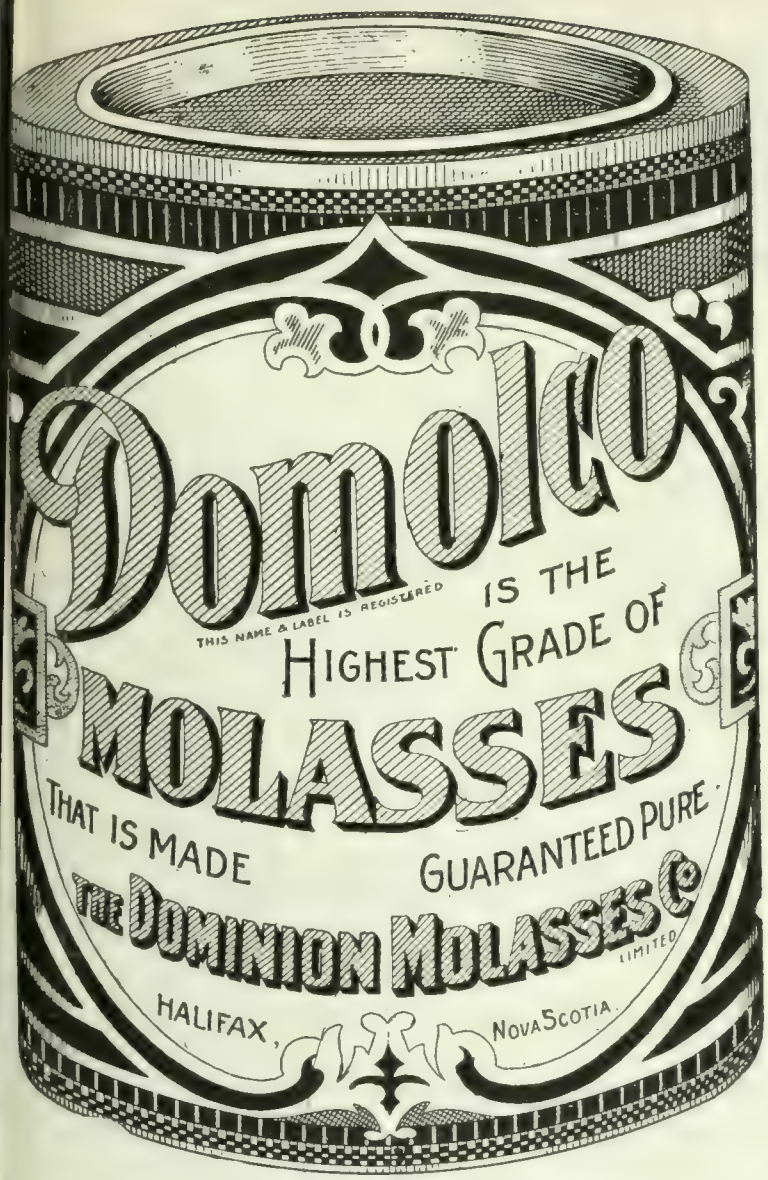
SAL SODA

should not count when quality is considered

BRUNNER, MOND & CO.'S
ENGLISH SAL SODA

Is the PUREST, contains LEAST MOISTURE and therefore GOES FURTHEST of any Washing Soda Sold.

WINN & HOLLAND, LIMITED
SOLE AGENTS
MONTREAL



Note the registered label

OFFERED TO YOUR PATRONS

as the most superior Molasses for table use to any other on the Canadian market.

We know this to be a strong statement, but the proof will be found in every tin.

Almost every family on your list of customers uses Molasses to some extent and the majority of them will come to your store regularly for their supply when once you get them started using

DOMOLCO

Put up in sanitary lever top tins in cases as appended:

No. 2's—2 dozen to the case.
No. 3's—2 dozen to the case.
No. 5's—1 dozen to the case.
No. 10's—½ dozen to the case.
No. 20's—¼ dozen to the case.

THE

Dominion Molasses Co., Ltd.

HALIFAX, N.S.

Every Pound of Anchor Brand Flour

has character in every ounce

because extreme care, watchfulness, ability, integrity, the most modern equipment and only the choicest Western Spring Wheats form the complement that obtains the highest possible quality every day in the year.

The most searching analyses and tests make uniformity certain.

As rapidly as people learn all the facts about **Anchor Brand Flour**, they are satisfied only with this brand.

Anchor Brand Flour is better because the trouble and expense are taken to make it better.

Standard Prices—worth more.

Free samples for Missourians will be sent to Dealers and Bakers for distribution.

Leitch Brothers' Flour Mills, Ltd.

Makers of "ANCHOR BRAND FLOURS"

Oak Lake, - - Manitoba

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

MATCHLESS
LIQUID GLOSS
A Ready Seller

wherever a good polish can be used.

Makes dusting easy because it collects the dust instead of scattering it.

Tell your customers to try Matchless Liquid Gloss on linoleums and oilcloths, too. It removes dirt and grease and brings back the original brightness.

Put up in attractive lithographed tins, half-pint to five gallons; also in half-barrels and barrels. Write to any of our agencies.

The Imperial Oil Co., Limited

Toronto Winnipeg Montreal

St. John Halifax

We have them

Giant

Prince

Globe

Beaver

Fruit Jar Rings

Quality Guaranteed

Walter Woods & Co.

HAMILTON and WINNIPEG

Litster Goods

are made good enough to guarantee. They recommend themselves and sell themselves wherever introduced. Is the best any too good for your trade?

Litster Pure Food Co., Limited

TORONTO

BISCUITS

from the Old Country

Some of the most popular Biscuits in Britain are made by

McVitie & Price, Limited

Biscuit Manufacturers

EDINBURGH and LONDON

The thousands of new-comers to Canada will welcome the sight of their old favorite varieties in your shop.

AGENTS:

Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, WINNIPEG

Alberta
CAMPBELL, WILSON & HORNE, Limited,
CALGARY, EDMONTON AND LETHBRIDGE

British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St., VANCOUVER

THE NAME "FAIRBANK" MEANS SOAP SURETY

FAIRY SOAP

Make a prominent display of FAIRY SOAP at all times, because it's being extensively advertised at all times—connect YOUR STORE with OUR ADVERTISING.

The white, floating, oval cake of FAIRY SOAP at 5 cents is BETTER SOAP than any you can sell up to five times its price. It will please your customers better; it will SELL better. Women everywhere know the soap; grocers everywhere know its sale.

"HAVE YOU A LITTLE 'FAIRY' IN YOUR HOME?"

The N. K. Fairbank Company,
LIMITED, - - MONTREAL

By Special Royal Permission.

None Quite So Good

You take no chance in pushing "King Oscar" Brand Sardines. Give them prominent display, for they are attractive and will create interest and sell quickly.

After they are sold the sardines will do the rest, for there is no other brand quite so good, none quite so tasty, as the "King Oscar." Try them.

CANADIAN AGENTS

J. W. Bickle & Greening

(J. A. Henderson)

Hamilton, Ontario

THE

British Columbian Fisheries, Limited

Salmon Packers

SALMON BRANDS:—
"Location"
"Dreadnaught"
"Aliford Bay"

FRESH FISH

FISHING STATIONS:—
Skidegate
Aliford Bay
Cumshewa

Manufacturers of FISHMEAL, FERTILIZER, and SKIDEGATE DOG FISH OIL and RAT FISH OILS

OFFICES—
Bank of Ottawa Building
VANCOUVER

25 Victoria St.
LONDON, ENG.

Telegrams "Fishfoods" Vancouver

Three Lines You Should Know and Introduce to Your Customers

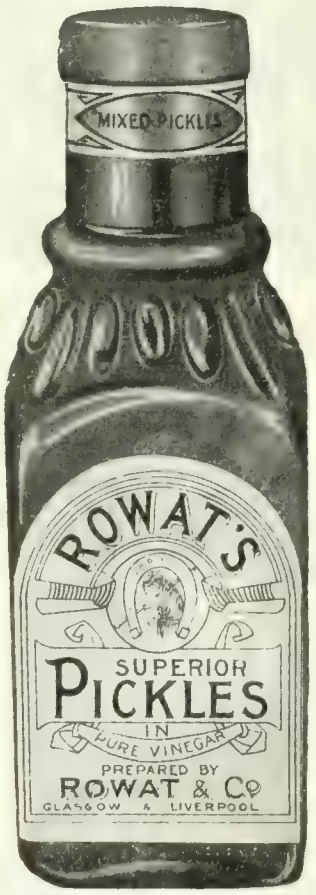
Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 dozen in case	$3.60
Princess Condensed Milk, 4 dozen in case	$4.50
Banner Condensed Milk, 4 dozen in case	$5.25

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East or Halifax. We will prepay freight up to 50c. per 100 lbs.

J. MALCOLM & SON

St. George, Ontario



Quality, Purity, Cleanliness

of pack, uniformity of size and generally bright labelling are features that recommend

ROWAT'S

—the pickle superb.

Rowat & Co.

Glasgow, Scotland

CANADIAN DISTRIBUTORS

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba, and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

Pacific Coast Fish

Order your requirements from the most progressive fish concern on the continent.

The Canadian Fishing Company, Limited

VANCOUVER, BRITISH COLUMBIA

Producers and shippers of all varieties of fish — fresh, frozen, smoked, salted and kippered.

Write us for prices and information.

Quality and Service Unequalled

The Seasoner That Sells All Seasons

Purity Salt is a line that gives entire satisfaction throughout the year to both dealer and consumer. PURITY SALT is rightly named because it consists exclusively of fine dry, even crystals free from all foreign substances.

It is pure—that is why the women think so highly of it. Good profits assured. Insist on getting **Purity** when next ordering.

The Western Salt Co.

LIMITED

Courtright, Ontario

In the Goods and in the Packing

are found those qualities which have given Canadian sea foods so wide a market and the turnover, heavy though it is, is annually growing.

No brand is so widely called for as the

Brunswick Brand

Our supplies—the choice of the fishermen's catches, together with long experience and modern equipment, we are enabled to turn out the most perfect that can be made.

Our plans always have been to co-operate with the wholesaler and retailer and to give the consumer a good article at a fair price.

Just look over your Stock, Mr. Grocer, and see what "CONNORS" lines you are short. Then order — here is a partial list:—

¼ Oil Sardines	Kippered Herring
⅜ Mustard Sardines	Herring in Tomato Sauce
Finnan Haddies	Clams
(Oval and Round Tins)	Scallops

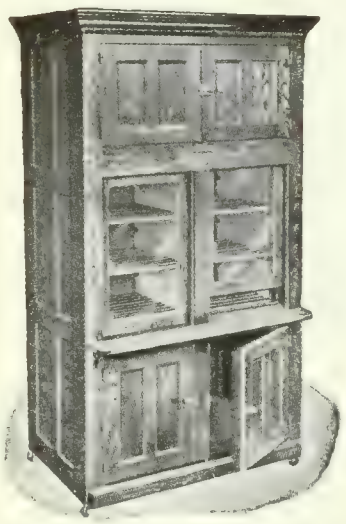
CONNORS BROS.

Limited

Black's Harbor, N.B.

AGENTS:—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas Duncan, Winnipeg, Man.; Shallcross, Macaulay Co.; Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

How much of your stock goes to waste every summer ?



Avoid this waste and unnecessary loss by installing the perfect refrigerator—**The Eureka.** In one or two seasons the saving alone will pay for the original cost of the refrigerator.

The **Eureka** is built on the most modern principles of cold, dry air circulation. No zinc or galvanized iron lining to rust and corrode.

Every **Eureka Refrigerator** is built on the experience and perfection of over 27 years.

Get our catalog and prices before buying.

Eureka Refrigerator Co., Ltd.

54 Noble Street, Toronto

Montreal Representative:
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO., Winnipeg.
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon.

Halt!

Before going further you should get acquainted with the various lines of Young-Thomas Soap Co., products. It is now time to get your soap orders in for the fall house-cleaning season.

"PURITY" LAUNDRY SOAP, a cake soap for those who prefer soap in the lump form. Gives splendid satisfaction.

"YOUNG-TOM" WASHING POWER for washing clothes, floors, dishes, windows, etc., performs a maximum of service with minimum labor. It does not injure the hands.

UNCLE TOM TAR SOAP A perfect shampoo soap and a boon to roughened complexions and hands. Fragrant and soothing. A most pleasing adjunct to the bath.

GLYCERINE PUMICE, a soap which thoroughly cleanses the hands without injury to the skin.

PURE OLIVE OIL SOAP. The purest soap made. A splendid cleanser and a toilet delight for particular people. Wash the Baby with Pure Olive Oil Soap.

We also make Liquid Olive Oil Soap, Liquid Olive Oil Shampoo, and Liquid Tar Shampoo.

GET OUR PRICES.

Young-Thomas Soap Co., Ltd.

Regina, Sask.

SAVON PUR
GARANTI SANS FRAUDE

"SHELL" BRAND

Castile Soap

("La Coquille")

The Standard of Purity

A Pure Oil Soap

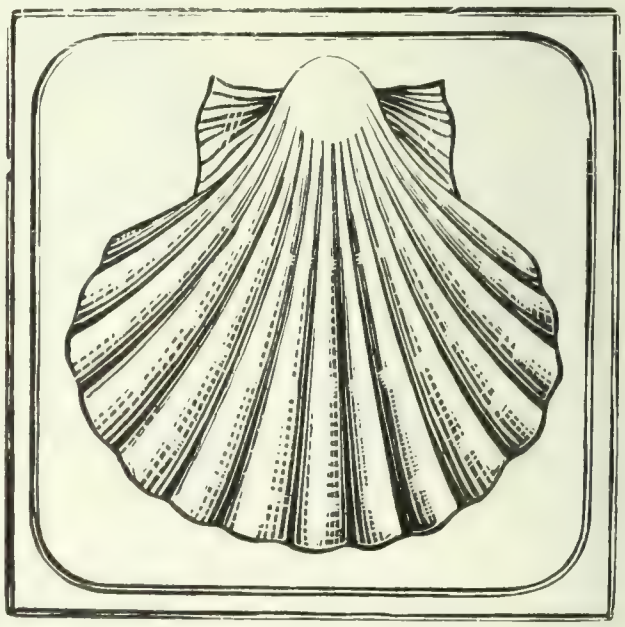
Has the largest sale of any Castile Soap in the Dominion. This Soap is especially manufactured by Messrs. Couret Freres, Marseilles, France, for Messrs. Estrine & Co.

For sale by all wholesale houses.

GENERAL AGENTS:

P. L. MASON & CO.

TORONTO



Take your first step into
a customer's confidence
with Chase & Sanborn's
Coffee, and the rest of the
journey will be easy.

CHASE & SANBORN
MONTREAL, QUEBEC

Protection from the Summer Heat

This is not an advertisement of a summer resort, but a straightforward talk to grocers who are not observing the best method to big cheese profits.

Summer heat, flies, and insects go together—all are destructive to cheese and deteriorating to its value. This is the remedy—

The Perfection Cheese Cutter and Cabinet

It is the only properly sanitary and absolutely practical device for retaining cheese in a store in summer. *CHEESE* has to be displayed well to sell it. Get a wood and glass cabinet that displays and protects the cheese at the same time.

Write us to-day for further convincing proof of the PERFECTION CHEESE CUTTER as a summer guardian of your cheese.

American Computing Co. of Canada

Hamilton Canada

Made in Canada

WINDOW DISPLAYS WANTED

Many good window displays are going to waste all over the country—that is so far as the trade in other towns and cities are concerned. Next time you or your clerks dress an attractive window—one that makes many sales—why not get a photograph of it and send it in to The Canadian Grocer. We are on the lookout for all good window displays. Their publication shows our readers from Halifax to Vancouver how other grocers sell things by window display. It will also help you and your clerks to surpass former efforts each time a window is trimmed. Send the next good one along—whether it be canned goods, preserved fruits, green fruits and vegetables, or housecleaning lines.

Red Rose

BAKING POWDER

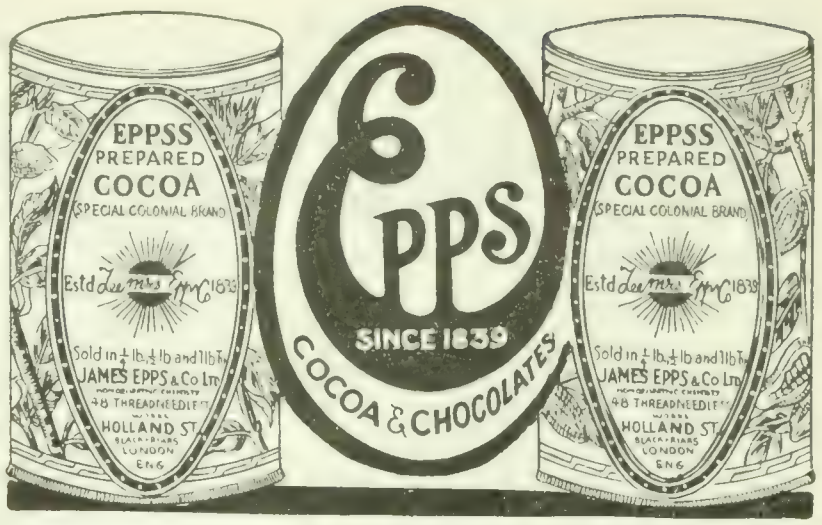
Made from the pure French cream of tartar.

Manufactured only by

A. W. Hugman, Limited - Montreal

Cor. St. Paul and St. Gabriel Streets

Western Agents : Orr & McLain, Winnipeg



EPPS COCOA

"THE BEST EVER SINCE 1839"

EPPS COCOA IS MADE FROM THE FINEST SELECTED COCOA BEANS AND BY OUR SPECIAL PROCESS THE HIGHLY NUTRITIOUS BUTTER OR OIL CONTAINED IN THE NATURAL COCOA IS MADE SOLUBLE AND EASY FOR DIGESTION.

We have just received a supply of most attractive advertising matter and samples.

Write to-day—for YOUR share.

SAMPLES AND SPECIAL ADVERTISING FREE

JAMES EPPS & CO., Limited, LONDON, ENG.

25 East Front Street Toronto

Dust on The Floor Means Dust on The Sunbeam. That Means Dust all Over.

Keep the Dust Down by Using

ANTI-DUST

After you find how nicely it works, tell your Customers all about it.

For Attractiveness of Tin and Quality of Powder You Can't Beat ANTI-DUST.

Sapho Mfg. Co., Limited

MONTREAL

"This Washboard Has Given Me Splendid Service---It's CANE'S"

Every Sale of a

CANE WASHBOARD

Leads to Other Sales

Nothing is better evidence of quality than service. Cane's Washboards always prove their good quality. They are attractive and well finished and pay a good profit.

With Cane's Washboards you can meet every demand because they are made in 13 styles and grades.

Write for catalog on Cane's Washday Woodenware.

The Wm. Cane & Sons Co., Ltd.

NEWMARKET, ONT.

CLASSIFIED ADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

FOR SALE

NEW ARCTIC REFRIGERATOR, SIZE 7 ft. x 9 ft. x 10 ft. high (up-to-date), bargain for quick sale. Also new Toledo Scale. Apply Box 322, Simcoe, Ont.

FOR SALE—BAKE SHOP, STORE AND house located on Portage Ave., Winnipeg, two miles from centre of the city, in the thriving suburb of St. James. $3,000 cash down will handle, or arrangements can be made for rental. Box 489, Canadian Grocer, 34 Royal Bank Bldg., Winnipeg.

A LARGE WHOLESALE RETAIL AND MAIL order business situated in Western Ontario well established for years and doing an increasing and profitable business all over Canada, many lines being exclusive with unlimited opportunities for expansion. If you are a progressive business man and cannot expand where you are this is one of the best opportunities in Canada to-day. Address Post Office Box 223, London, Ont. (33)

GOOD GOING GROCERY BUSINESS FOR sale. Averages $600.00 weekly. Rent or sell building; 3 stories. Owner going West. Apply Box 491 Canadian Grocer

GROCERY FOR SALE

HIGH-CLASS GROCERY AND PROVISION business and fixtures for sale. Situated in Toronto, on corner in rapidly growing locality. Modern equipment; 2 delivery outfits, coffee mill, computing scales and interior fittings. Lease can be renewed at reasonable terms. Communicate direct with us. D. M. Johnson & Co., Real Estate, 948 Gerrard St. E., Toronto.

REPRESENTATIVES WANTED

A SIDE LINE FOR COMPETENT SALESmen—a commission of 25% will be paid to salesmen of ability calling on grocery, drug, cigar stores, confectionery stores, etc., throughout Canada. Strictly high-grade goods manufactured by largest concerns in Canada. Only men of ability need apply, and by letter only. H. Jackson, Room 724, 64 Wellington St. W., Toronto.

SIDE LINES WANTED

TRAVELLER CALLING ON THE RETAIL trade and mines in Northern Ontario would like some good side line. Address A. L. Box 155. Byng Inlet. Ont.

MISCELLANEOUS

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro', Ont., solicits your orders.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St., West, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. tf

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

FIRE INSURANCE, INSURE IN THE HARTFORD. Agencies everywhere in Canada. THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice street, Toronto.

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

LIKE EVERY SUCCESS

MAPLEINE

has been followed by imitations and would-be substitutes, but remains pre-eminent as

AN ORIGINAL FLAVOR

It won't cook or freeze out. Order from your Jobber, or:
Frederick E. Robson & Co., 25 Front St. E., Toronto, Ontario.
Mason & Hickey 287 Stanley St., Winnipeg, Man.

The Crescent Mfg. Co.
SEATTLE, - WASH.

SAFETY FIRST

Think of the mercantile houses, large and small, which GO TO THE WALL because they fail to "play safe." Many a failure could be averted, many a hard season bridged over if you would just make sure you don't lose a lot of credit accounts.

Allison Coupon Books

are safety insurance for the retailer who does credit business. And they promote system, accuracy and economy.

HERE'S HOW THEY WORK

When a man wants credit, give him an Aliison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no disputes, no errors, no time wasted.

For Sale Everywhere by Jobbers.

Manufactured by

ALLISON COUPON CO.,
Indianapolis, Indiana, U.S.A.

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE $2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co.
143-149 University Ave., Toronto

The Condensed Ads. in this Paper will bring good results

Buyers' Guide

WRITE TO
10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
if you are interested in Irish trade.

COMTE BURNT OUT

Premises Gutted. All Correspondence Destroyed—All applicants for agency for our Superior Coffee please repeat application.

A FEW MORE GOOD AGENCIES OPEN
AUG. COMTE & CIE., LIMITEE
P.O. Box 2963, MONTREAL

Importers and Brokers Wanted
THROUGHOUT THE DOMINION FOR
WELL KNOWN OLD COUNTRY
TOFFEES PRESERVES
BOOT POLISHES HEALTH SALINE
FLY-CATCHERS, ETC.
Apply EDWARD KIDD & CO.
1090 Hamilton St., VANCOUVER, B.C.

GRATTAN & CO., LIMITED
ESTD. 1825
The Original Makers of
BELFAST GINGER ALE
Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.
FRANK L. BENEDICT & CO.
Agents Montreal

When writing advertisers, kindly mention having seen the ad. in this paper.

O. E. Robinson & Co.

Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - - Ontario
Established 1886.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

THE "WANT AD."

The "want ad." has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the smal affairs and incidents of daily life.

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

Uneeda Specialty Mfg. Co.

236 Gladstone Ave., Toronto
Manufacturers of the original Uneeda Wonder Dustless Dusters, Dustless Mops, Uneeda Wax Oil Mop.
Special Brushes to order.
Write for Prices.

ONE CUSTOMER TELLS ANOTHER

They are so pleased with the results of Vol-Peek, that they pass the good news, telling that Vol-Peek mends holes easily and quickly in all kitchenware made of Granite, Iron, Tin, Aluminum, etc.

You will have many sales of Vol-Peek at a good profit as soon as you stock same.

Advertising supplied with each order.

SAMPLES ETC. FROM
H. NAGLE & CO., MONTREAL
OR
Fenwick, Hendry & Co., Kingston, Ont.
AGENTS

HOLLAND RUSK

No other food product compares with Holland Rusk. It is in a class by itself and will bring and hold trade for you. Order from your jobber to-day.

HOLLAND RUSK COMPANY
HOLLAND. MICH.

ZIP ZIP ZIP ZIP ZIP ZIP ZIP ZIP ZIP ZIP ZIP ZIP

Every Tin of That Dirt-chasing, Stain-removing Zip Hand Cleaner

You sell, means dead sure repeats. Not only is quality the best obtainable, but there is an advertising scheme connected with it, which makes things doubly interesting.

WE ARE NOW
Zealously Intently Planning
to show you still better gain

The Zip Mfg. Company, - Sutton, P. Q.

AGENTS:—R. E. Boyd & Co., Montreal; The Harry Horne Co., Toronto; Leadley & Company, Winnipeg; A. Francois Turcot, Quebec, Que.; C. O. Genest & Fils, Sherbrooke, Que.

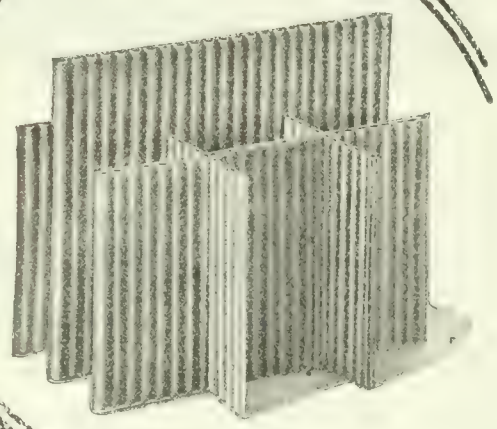
BLACK JACK

QUICK CLEAN HANDY

¾-lb. tins—
3 doz. in case

TRY IT

SOLD BY ALL JOBBERS



Corrugated Partition Packing

FOR THE SHIPMENT OF BOTTLES, ETC.

The old time saw-dust method of packing bottles, jars, etc. is fast becoming extinct in the best preserving and canning factories. The corrugated paper partition packing is the best insurance against breakage, allows of easier packing, saves labor and muss for both the shipper and the consignee.

T. & N. Corrugated Boxes are used for all kinds of shipping. Send a sample case at our expense and we will return it to you packed in our goods.

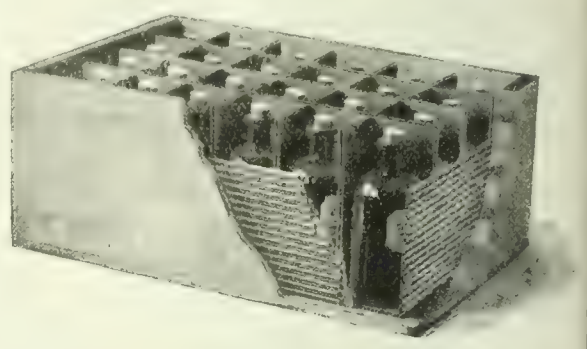
The Thompson & Norris Co.
of Canada, Limited
Niagara Falls, Ontario

Send further particulars :

Name .....

Address .....

C.G.



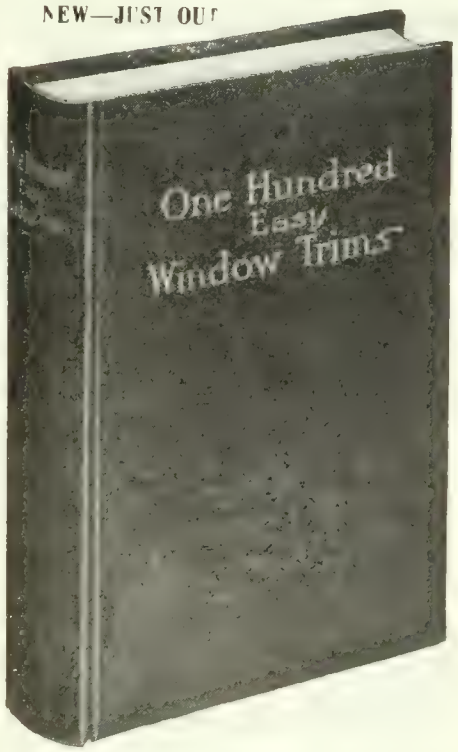
The **Thompson & Norris Co.** *of* **Canada,** *Limited*

NIAGARA FALLS, ONTARIO

BROOKLYN, N. Y. BOSTON, MASS. BROOKVILLE, IND. LONDON, ENGLAND JULICH, GERMANY

One Hundred Easy Window Trims

NEW—JUST OUT



The Only Popular-Priced Window Trimming Book.
The Only Book with inexpensive Window Trims.
The Only Window Trimming Book Written Exclusively for the Small Store.

224 Pages. 104 Full Page Illustrations.
Bound in Cloth. Price $1.00 Postpaid.

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Chapter I.—**Using the Windows**—The general principles of display. Some specific instances. Some combination window display offers.

Chapter II.—**One Idea Window Displays**—Advising against trying to show all the goods at once.

Chapter III.—**Window Display Profits**—How to make windows actually produce direct sales.

Chapter IV.—**Showing the Goods**—No matter what the class of merchandise, sales are increased if it is attractively displayed.

Chapter V.—**Window Displays that Cost Nothing**—Some special windows described and illustrated.

Chapter VI.—**The Use of Window Fixtures**—Displays can be made much more attractive with modern fixtures.

Chapter VII.—**Let the Money in Through Your Windows**—Making a success of a paint department through attractive displays.

Chapter VIII.—**Keeping Frost from Windows**—Suggestions on this important subject from several sources.

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If not, it is certainly time you were thinking about this brand. It allows you a better margin of profit than any similar line.

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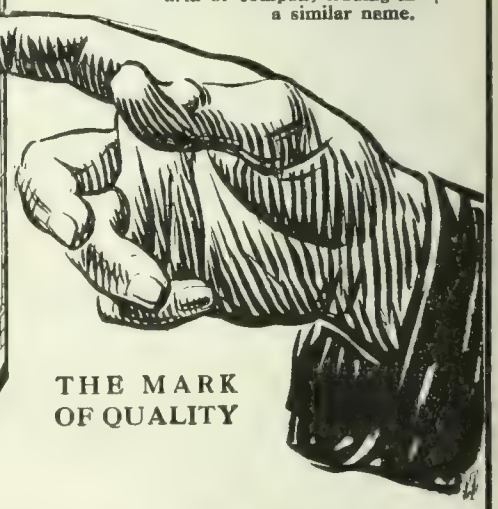

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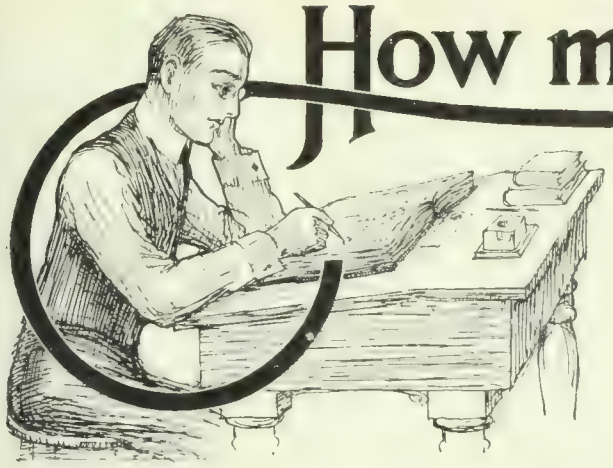

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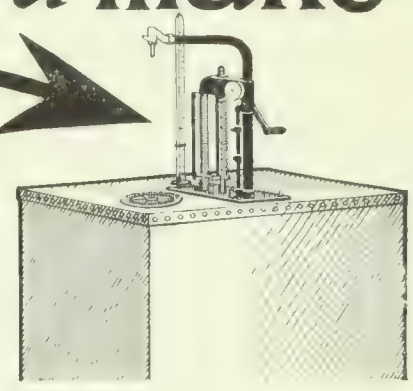

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Made by Canadian Workmen and Sold by Canadian Salesmen. **Sales Offices in all Centres and Representatives Everywhere.**

Original patentees and manufacturers of standard, self-measuring hand and power driven pumps, large and small tanks, gasolene and oil storage and distributing systems, oil filtering and circulating systems, dry cleaner's systems, etc.

Established 1885.

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Tomatoes, Peaches, Pears, Plums, Apples.

Enamel Lined Cans for Strawberries, Raspberries, Beets.

Sanitary Can Co., Ltd.,

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Not Bleached Not Blended

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The right flour for you to buy to sell again is the one that enthusiastic consumers advertise so eagerly to one another, the flour that sells best to-day while assuring to-morrows profit on a larger scale.

Ask your jobber or write our nearest office.

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Montreal Ottawa Toronto London St. John Keewatin Winnipeg Vancouver

"The House of Character" *Capacity 11,500 bbls.*

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ONLY WEEKLY GROCERY PAPER PUBLISHED IN CANADA

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII. PUBLICATION OFFICE: TORONTO, AUGUST 22, 1913 No. 34

PATHFINDER

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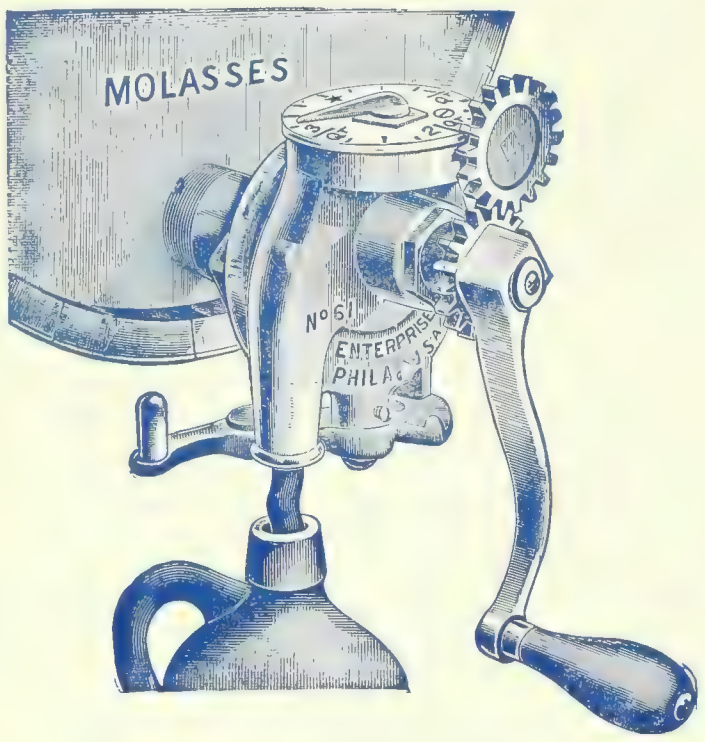
IRENE ELK

HARPER-PRESNAIL CIGAR CO., LTD.
HAMILTON

Western Distributors:—MASON & HICKEY, WINNIPEG



IMPROVED PATENT SUCTION AND FORCE MEASURING FAUCET

Draw Your Molasses Directly Into the Jug or Bottle Without the Use of a Funnel or Measure

Here are the devices that make drawing of molasses pleasant, convenient and profitable.

The Enterprise Faucets dispense with the use of measures or funnels, doing away with the fly and dirt nuisance.

THE ENTERPRISE

Improved Patent Suction and Force Measuring Faucets

draw a gallon of molasses in winter in one minute. They are absolutely accurate in measuring the amounts required and will stand the wear and tear of service.

SELF-PRIMING AND MEASURING PUMP

The Enterprise Self-Priming and Measuring Pump

draws molasses at the rate of four revolutions to the pint. It is equipped with our new total register device which shows exactly how much has been taken out. Just put the pump in the barrel and it is ready for use. Send for Enterprise Catalog on Meat and Food Choppers, Coffee Mills, Cherry Stoners, Fruit Presses, Sad Irons, etc.

The

ENTERPRISE MFG. CO.

OF PHILADELPHIA

Patented Hardware Specialties

Philadelphia, U.S.A.

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176 North Dearborn St.
Chicago

"Griffin & Skelley's" Canned Fruits

Canned Apricots, Canned Peaches, Canned Grapes, Pears, White Cherries, Black Cherries, Blackberries, Damson Plums, Egg Plums, Golden Drop Plums, Greengages, Raspberries, Strawberries and Pineapples — fruits of recognized canned excellence. By the name "Griffin & Skelley" you shall know these products as safe canned fruits to buy and sell.

Taylor's Peels { *Candied or Drained*

represent the height of high quality. The essential oil of the imported fruit skins is fully retained, ensuring fullest flavor and tenderness. Whether the Lemon, Citron or Orange Peel is wanted, you are certain of getting the best and selling the best if they are "TAYLOR'S." Accept no substitute.

Coco Fruitine

Nourishing *Vegetable*
Palatable *Butter*

From the viewpoint of economy alone, a woman will be interested to investigate the merits of Coco Fruitine in her cooking and pastry.

Its matchless purity, rich yet delicate flavor and evident superiority to butter, oil or lard, commend it at once to the housewife who is anxious to save.

Made in Marseilles with scrupulous care! Put up in tins of 1 lb., 2 lbs., 11 lbs. and 25 lbs.

Arthur P. Tippet & Co.

Agents

Montreal *Toronto*

Prepared in Copper Kettles Boiled in Silver Pans Packed in Gold Lined Pails and Glass.

Mr. Grocer:—

We have the price and quality.

Compare ours with other makes before placing your orders for fall.

WAGSTAFFE PURE JAMS

New Season's Strawberry, Raspberry, Black Currant, etc., now ready for delivery.

Kindly get your orders in quickly, to avoid disappointment.

Wagstaffe Limited - - Hamilton, Can.

RED RIDING HOOD BRAND

5 lb. SLIP TOP CAN

5 lb. SLIP TOP CAN

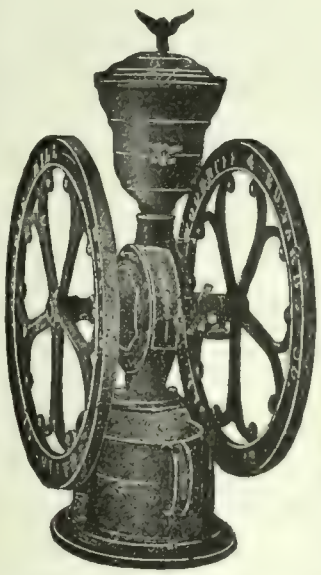
Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta—W. H. Dunn, 396 St. Paul Street, Montreal.
Toronto—Lind Brokerage Co., 47 Wellington St. E.
Ottawa—E. M. Lerner & Sons, 11 York Street.
British Columbia and Yukon—Kirkland & Rose, 312 Water Street, Vancouver.

Costs Less *to* Install

costs nothing to operate

Grinds Like a Charm



There is no expense after the initial cost, and this is considerably lower than many other makes now on the market.

We guarantee the ELGIN NATIONAL COFFEE MILL to grind faster than any other mill of a corresponding size. Fitted with special adjuster and new force feed steel cutting grinders.

All we ask is that you look into the merits of this mill before you decide on installing any particular kind.

Write to-day for catalog and prices.

MADE BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.

SINCE 1857

Are your patrons

getting the best in Condensed and Evaporated

Milk Products? Borden's (the Leaders of Quality) have a success and record extending over 56 years. They receive highest awards wherever exhibited. Borden's for quality, purity and deliciousness.

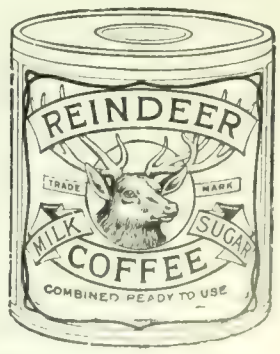
Don't forget our booth while visiting the Canadian National Exhibition, Toronto.

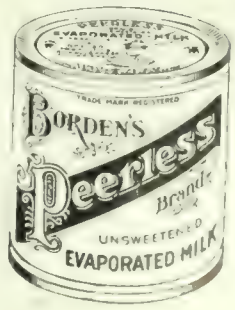
Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Building Vancouver, B.C.





E
D S

The house built upon a rock

Literally speaking the house or home of E. D. S. Fruit Products is built on a rock—the rock of PURITY. From the picking of the fruit to the final packing and labelling, PURITY is the by-word. The absolute purity and absence of any adulteration whatsoever is proven by the report of the Government analyst.

See bulletin No. 244.

Prices for E. D. S. PURE Fruits are a revelation

Owning 900 acres of orchards and gardens in the highest state of scientific cultivation, producing first quality fruits, and hundreds more under the E. D. S. control, we have built up the largest jam business in Canada, which means our consumption of sugar is tremendous and commands the lowest possible price. This, along with the fact we have little haulage expense and no waste from fruit spoilage (being situated right in the centre of the orchards) enables us to quote prices considerably lower than other brands, to say nothing of the superiority of our goods.

Don't place your order for the winter's supply until our traveller calls or you see our price list.

It will pay you to get in touch with us now. **If visiting at the Canadian National Exhibition at Toronto, be sure and call at our booth in the Manufacturers' Building.**

E. D. Smith & Son, Limited, Winona, Ontario

AGENTS: NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J GIBBS, Hamilton.

PURITY PURITY PURITY

"You Can Make More Money"

You can make more money by **selling Finer Grades** of Peas, **rather than the courser grades.**

It goes without saying that you would rather make from 10c to 20c per dozen more profit on your canned Peas. **This can quite easily be done** with a **little educational work** on your part and that of your assistants.

Note particularly, that the small difference in price which you pay for the finer grades, does not nearly represent the difference in value. For example, in the United States the difference in value between Standards and Eariy Junes is 15c to 20c per dozen, and between Early Junes and Sweet Wrinkles 35c per dozen tins, as **against a difference of only 2½c per dozen in Canada for our brands.**

Our whole object in making this nominal difference in price is **to encourage the consumption of the finer grades of Peas.**

We again call your attention to the fact, that you will pay only 2½c per dozen tins more for "Dominion Canners" "Early June" Peas than "Standards," and 2½c per dozen more for Sweet Wrinkles than for "Early Junes." Suppose you ask only 1c more on each can of "Early Junes" **your profit is 9½c per dozen tins, over and above what you would make by selling "Standards."** If you sell the "Sweet Wrinkles" at a price of 2c per tin over "Standards" **you make an additional profit over what you would make by selling "Standards" of about 19c per dozen,** and you have the satisfaction of knowing that your customer is getting excellent value for her money.

We shall be very glad to submit samples of labels and pack if you care to write us.

Note. Aylmer "Faultless" and Quaker "Little Gems" Peas cost the same as "Sweet Wrinkles." **Place a sample order at once.**

Dominion Canners, Limited

HAMILTON **CANADA**

Royal Shield Western Service
WAREHOUSES AT CENTRAL POINTS

WITH warehouses situated at the most central points in the heart of the best business sections of the great Canadian West, we are in a position to give a service second to none.

Among Royal Shield lines are Teas, Coffees, Baking Powder, Jelly Powder — all the finest quality goods procurable anywhere.

Write to-day for our representative to call, or send for trial order.

Campbell Bros. & Wilson, Ltd.
WINNIPEG

Campbell, Wilson & Adams, Ltd.
SASKATOON

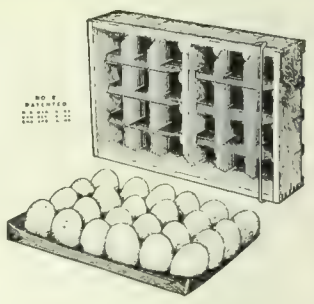
Campbell, Wilson & Horne, Ltd.
CALGARY, EDMONTON & LETHBRIDGE

Campbell, Wilson & Strathdee, Ltd.
REGINA

Wholesale Grocers and Importers

ONE DOZ. SIZE

EGG CANDLING
Is PROFITABLE, Both in BUYING and SELLING EGGS



TWO DOZ. SIZE

When buying—the reason is perfectly plain, when selling—the eggs can be GUARANTEED fresh, which makes satisfied customers and better prices.

STAR EGG CARRIERS

Make fine candlers—at no EXTRA COST and but a few second's time—when used in connection with the candling plates which are included with every set of STAR EGG CARRIER DIVISIONS. After the eggs are candled, the STAR EGG TRAY is slipped on, and the eggs are then ready for delivery.

Besides this economy, the user of STAR EGG CARRIERS and TRAYS is also insured against miscounts, breakage and loss of time and money in vehicle egg delivery.

Let us tell you more about them, or better still, have your jobber send you an assortment of STAR EGG CARRIERS and TRAYS, to-day.

IF YOUR JOBBER CANNOT SUPPLY YOU, WE WILL.

Star Egg Carrier and Tray Mfg. Co.
1500 Jay St., Rochester, N.Y., U.S.A.

Clark's Pork and Beans

ARE NOTED FOR THEIR RELIABILITY and SUPERIORTY

It would be superfluous to tell you, Mr. Grocer, that your customers value the above attributes in the goods they purchase, but we would like to remind you that the public have for years shown their lively appreciation of the fact that CLARK'S PORK AND BEANS are easily the leaders in this respect.

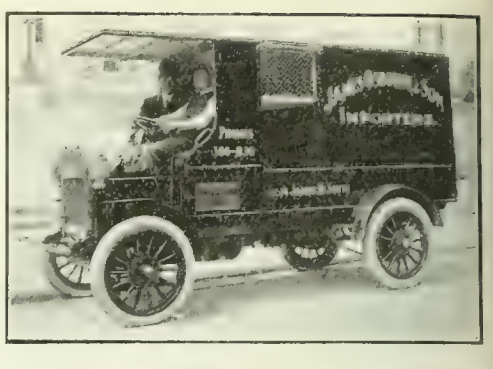
It could not possibly be otherwise, for the extreme care that is exercised to ensure that nothing but the BEST is used ALWAYS in their preparation is more than a guarantee of their QUALITY.

Compare your sales and see if our claim is not correct.

PLAIN CHILI TOMATO SAUCE

ALL SIZES

W. CLARK, - MONTREAL



Brantford Trucks

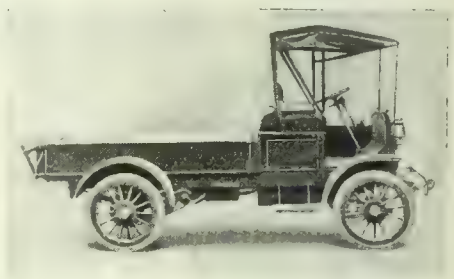
Many Dealers

have realized the necessity of improving their delivery service and a motor delivery has more than adequately filled their requirements. It not only increases their delivery efficiency but it advertises the store and adds to their selling prestige, as customers appreciate prompt delivery.

A motor delivery service is not expensive, and by our easy payment plan it is soon paid for without feeling a drain on your finances. Sales forge ahead quickly; in fact, by the business it attracts to the store, the larger ground it covers and the saving in delivery expenses, the truck pays for itself.

If interested, write for our booklet of "Satisfied Users." It contains some interesting letters from men who know from experience, and also gives a brief description of the **Brantford Trucks.**

The Brantford Truck is an investment worth while.



AT THE EXHIBITION.

We extend a most hearty invitation to all Dealers visiting the Canadian National Exhibition, Toronto, to call at our exhibit. We will have a full staff there at all times and will be pleased to meet and discuss our proposition in detail.

Brantford Motor Truck Co., Ltd.

Brantford, Canada.

British Columbia
COHOE
SALMON

WALRUS" BRAND

The Kind

Your Customers

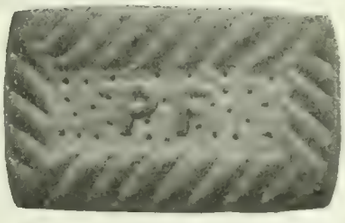
Come Back For.

Anglo-British Columbia Packing Co., Ltd.

H. BELL-IRVING & CO., Ltd., Agents

VANCOUVER, B. C.

THREE VERY POPULAR BISCUITS



P.F SHORTCAKE — Delicious shortbread biscuits. About 32 to pound. About 325,000,000 sold first year.

GOLDEN PUFF — Very light and flaky. About 42 to pound.

PAT-A-CAKE (reg'd) — Dainty shortbread squares. About 60 to pound. Over 425,000,000 sold in one year.

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Toronto—The Harry Horne Co., 309 and 311 King St. West, Toronto.
Ottawa and Eastern Canada—Frank L. Benedict & Co., Read Building 45 St. Alexander St., Montreal.

PEEK, FREAN & CO., Limited, Biscuit Manufacturers

LONDON - ENGLAND

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store —and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED

WALKER PATENTED BINS Berlin, Ontario

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Vancouver: Western Plate Glass Co., 318 Water St.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
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WALKER PATENTED BINS

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a **WANT AD.** in this paper

It is to the advantage of the individual user of Paper Bags to study carefully the Bag situation. By close comparison of the important features of Paper Bags of different makes, you will be convinced that the

Continental Germ-Proof Grocery Bags

(with reinforced Automatic Opening Square Bottoms) are without equal. Send a trial order to the nearest Distributor.

Satisfaction guaranteed by the Manufacturers:

THE CONTINENTAL BAG AND PAPER COMPANY, LIMITED

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DISTRIBUTORS:

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NEW BRUNSWICK—J. Hunter White Agent, North Market, St. John.
BRITISH COLUMBIA—Smith, Davidson & Wright Ltd., Vancouver.
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By Royal Letters Patent

NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen, can be obtained from

W. G. PATRICK & CO. LIMITED

St. Paul St., Montreal.
York St., Toronto.

TWENTY-SEVEN
GOLD MEDALS

AND FIRST CLASS
DIPLOMAS

BY APPOINTMENT

CHIVERS & SONS, LIMITED

PURVEYORS OF

WHOLE FRUIT JAMS, JELLIES

AND

CANNED ENGLISH FRUITS

TO

HIS MAJESTY THE KING

Highest Awards (Grand Prix) for Canned English Fruits, Brussels (1910). Turin and London (1911)
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FRUIT PLANTATIONS AND WORKS:

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For samples and quotations apply to the agents:

THE W. H. MALKIN CO., Limited
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Every Household and Travelling Trunk ought to contain a bottle of

ENO'S "FRUIT SALT"

A gentle natural aperient that stimulates the organs of elimination.

A delightful sparkling draught that children like, that invalids can safely take without fear of griping or weakening effects.

Travellers need this valuable preparation to prevent sea-sickness, train-sickness, and illness caused by sudden changes of water or climate.

If you suffer from Constipation, Biliousness, or Indigestion, the regular use of

ENO'S "FRUIT SALT"

will promptly correct the disorders and greatly improve your general health.

This world-famous aperient has been in use for forty years, and to-day stands unrivalled.

"It is not too much to say that its merits have been tested from Pole to Pole, and that its cosmopolitan popularity presents one of the most signal illustrations of Commercial enterprise to be found in our trading records."

Sold by Chemists and Stores throughout the World

Prepared only by

J. C. ENO, Ltd., FRUIT SALT WORKS, London, S.E.

Fill Your Orders With

"DAPHNE"

CHOICE - - - GRADE

SEEDED RAISINS

And Your Customers With Satisfaction

PACKED BY
GUGGENHIME & CO.
SAN FRANCISCO.

AGENTS
ROSE & LAFLAMME Limited
MONTREAL

BRITISH and FOREIGN

JAM & MARMALADE PULPS

CITRONS, LEMONS AND BITTER ORANGES FRESH AND IN BRINE

SPANISH OLIVES IN BULK

ESSENTIAL OILS LEMON, ORANGE, BERGAMOT

F. C. GOODING & CO.

FRUIT PACKERS AND SHIPPERS

36 Eastcheap, LONDON, England

CABLES "GOODINGITE LONDON." ALL CODES.

Represented in TORONTO by W. B. STRINGER

Build up your family trade—sell it by the case

Welch's

Grape Juice

Other Canadian Grocers are doing it

The big increase in the sales of Welch's Grape Juice proves that the Canadian public, as well as the dealer, appreciate this article of merit.

Start in with a small stock of Welch's —you will soon order in increased quantities—making a nice profit and turning your capital quickly.

The high quality of Welch's is sure to please your trade and bring re-orders.

We will furnish you, free of charge, attractive, distinctive displays in beautiful colors.

Write to-day for prices and names of Canadian distributors. We furnish attractive display material.

The Welch Grape Juice Company, Westfield, N.Y., U.S.A.

Canadian National Exhibition

TORONTO, 1913

If you are interested in CHOCOLATES with coverings of the texture of velvet, centres of distinctive flavors, attractively boxed and at reasonable prices, inspect the exhibit of

CHARLES BOND, LIMITED, Bristol, England.
In the Manufacturers' Building.

If you are interested in GUM PASTILES of ideal consistency, incorporating pure fruit pulps, inspect the exhibit of

CARSONS, LIMITED, Glasgow, Shortwood. (Gloster, Eng.)
London, Eng., Melbourne, Australia. Under the Grand Stand.

If you are not interested, call all the same—Then you will be. Information as to the above exhibits may be had from Mr. J. P. WRIGHT, Queen's Hotel, Toronto.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

Brantford Cold Storage Co., Limited
Wholesale Produce Merchants.
Dealers in Eggs, Butter, Cheese, Honey and Poultry.
In Car Lots a Specialty.
A Modern Cold Storage for Public Storing.
BRANTFORD, ONT.

Japan Teas on Spot
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Ask for samples.

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
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COMMISSION MERCHANT
MANUFACTURERS' AGENT

Handling General Grocery, Spice and Produce Lines

Federal Life Building
HAMILTON, - Ont., Canada

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents
and Importers
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W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

CONVENIENT, MODERN, WAREHOUSING
at Ottawa, tracks at the door, connection with steamers. Fireproof. Excise Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.,
46-52 Nicholas Street - - Ottawa

WESTERN PROVINCES.

ORR & McLAIN
Importers, Buyers
and
Manufacturers' Agents
Domestic and Foreign Agencies Solicited
507 Confederation Life Building, Winnipeg

H. P. PENNOCK & CO., LTD.
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturers wanting live representatives.

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

Eastern Manufacturers Limited
Manufacturers' Agents,
Saskatoon, Saskatchewan.
Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established. 15 Years
Domestic & Foreign Agencies Solicted

HOLLOWAY, REID & CO.
Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

WESTERN PROVINCES—Continued.

NORTH-WEST SPECIALTY CO.
Manufacturers' Agents
Cover Saskatchewan completely. All large centres visited monthly. Open for agencies for all kinds of Store Fixtures and Specialties. Warehousing facilities.
Suite 109 Willoughby-Sumner Stock
Saskatoon, Saskatchewan.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

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WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
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WHOLESALE GROCERY BROKERS
and
MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

When writing advertisers kindly mention having seen the advertisement in this paper

The
Condensed Ad.
page
will interest you

Manufacturers' Agents and Brokers' Directory

(Continued.)

Western Provinces—Continued.

SIMPSON PRODUCE CO. Winnipeg Man.
Will be pleased to discuss with agents or manufacturers of Bakers', Butchers' or Grocers' specialties, the introduction of their lines to the Prairie Provinces—we go direct to the trade or through the Jobbers.
Dealers in High Class Produce and Provisions.
Simpson Produce Co. 248-252 Princess St. Winnipeg Man.

LEADLAY LIMITED
332 Bannatyne Ave.,
Winnipeg, Man.
Grocery Brokers & Importers.
"Eiffel Tower Lemonade."
"Foster-Clarkes Cream Custard.

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
352-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

O'Loane, Kiely & Co., Ltd.
WHOLESALE GROCERY BROKERS
CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY
We cover British Columbia and Alberta
Head Office - - Vancouver, B.C.
Reference: The Bank of Montreal

WORLD RENOWNED

BRAND STUHR.

STUHR'S
GENUINE CAVIARE,
ANCHOVIES IN BRINE
(Salted Sardels).
In Tins and Glasses.
"Please ask for our offer"
C. F. STUHR & CO., HAMBURG.

OAKEY'S
The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

SHIP YOUR CARS TO
FERGUSON'S SIDING
Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.
FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.
We have records in our vaults covering ten years' satisfactory service.

C. E. DISHER & CO.
WHOLESALE GROCERY BROKERS AND COMMISSION AGENTS
CANNED AND DRIED FRUITS, BEANS, SALMON
Victoria VANCOUVER, B.C. Calgary

E. O. CORNISH
COMMISSION AGENT
Canned Goods a Specialty
821 Pender St. W., Vancouver, B.C.

The CAMPBELL BROKERAGE CO.
Manufacturers' Agents and Commission Brokers.
We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.
857 Beatty Street . Vancouver B. C.

McCANN & LANGFORD
Winch Building Victoria, B.C.
Manufacturers' Agents and Commission Brokers.
We can give special attention to a few good agencies. Anything we handle we push
References: Bradstreets, Royal Bank, Union Bank.

The CHAMBERLAIN-DOWNEY Company, Limited.
Wholesale Jobbers & Manufacturers' Agents.
Grocery, Confectionery and Tobacco Specialties. Correspondence solicited on Domestic and Foreign Lines.
TRACKAGE AND WAREHOUSE,
1214 Homer Street, Vancouver, B. C.

When writing advertisers, kindly mention having seen the ad. in this paper.

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T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

Every Merchant who handles—

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you.
If you have a bad headache,
If you are feverish,
If you cannot sleep well,
If you are nervous,
If you have Lagrippe
If you suffer from neuralgia
These powders are very good for children cutting their teeth
18 Powders for 25 cents
DIRECTIONS

knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. *Mathieu's Syrup of Tar and Cod Liver Oil is a specific in all forms of colds.*

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name .....
With (Name of firm) .....
Street .....
City or town .....Prov.....

Tartan BRAND
THE SIGN OF PURITY

COFFEE

GROWN, ROASTED AND BLENDED FOR GROCERS WHO VALUE SATISFIED CUSTOMERS

Royal Stewart — A blend of the highest grade to satisfy particular people. Retails at 45c.

Gordon — A blend of high grade Coffees, pleasant and satisfying. Retails at 40c.

Highland Lassie. — A blend of good Coffees to retail at 35c.

Rob Roy — Cheap in price but worthy in quality. To retail at 30c.

BALFOUR, SMYE & CO., Wholesale and Manufacturing Grocers HAMILTON

SYMINGTON'S COFFEE ESSENCE

will satisfy your most discriminating customers. It is prepared from the choicest Coffee, and is the only Coffee Essence that retains the flavor and fragrance of the Coffee Bean. Its economy and handiness make it indispensable to every housewife.

Thos. Symington & Co., Edinburgh and London

AGENTS:— Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver and Winnipeg—Messrs. Shallcross, Macaulay & Co.

A Seasonable Line

OUR NEW

Sandwich and Salad Olive

all ready for the table

Pimento Stuffed
Celery Stuffed
Plain Pitted

in salad form

Ask your wholesaler for this 8 oz. bottle.
Retails at 25c.

Gorman, Eckert & Co.

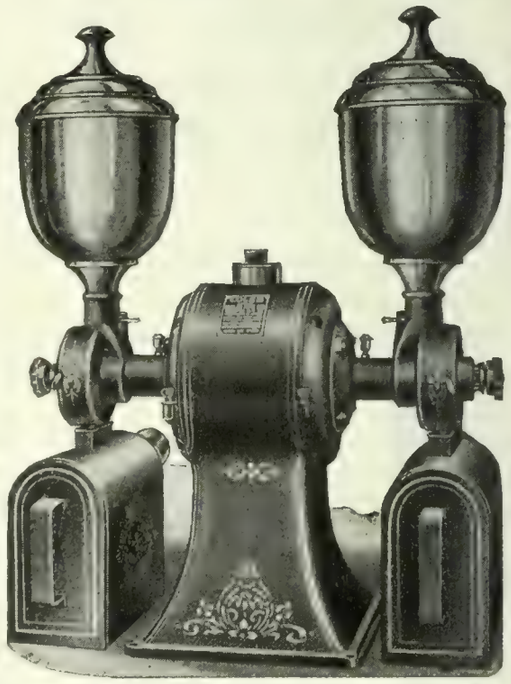
LONDON, ONTARIO

Western Selling Agents:
MASON & HICKEY, Winnipeg

More Than Ever in a Class by Itself

One of our 12 new models. Wouldn't it be a good idea then to look into the Coles? It ranks with the best and meets your price. 26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO.

1615 North 23rd St. PHILA., PA.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

St. Lawrence Sugar

Prompt Shipment

at this season of the year is all-important.
Every order shipped the same day as received by us.

THE McGREGOR PAPER BAG HOLDER.

HOLDS EVERY SIZE BAG FROM ¼ TO 10 LBS.

hangs right above the counter ready for use. Saves time, space and waste in bags. **No hole punching** or any extra trouble whatsoever, simply lay the bags in their respective compartments. Quicker service a certainty. No up-to-date store should be without one.

Selling Agents for Canada:
KILGOUR BROS.
21-3 Wellington St. W., Toronto

O. P. McGREGOR
Patentee and Manufacturer
411 Spadina Ave., Toronto

A condensed ad. in this paper will bring results from all parts of Canada : : : :

A ROYAL TEA HOUSE

The United Kingdom Tea Co. are now starting to open up Agencies in all Towns and Cities of Canada, with only ONE HOUSE in each place that will control this TEA. Apply now to Kirkwood & Sons, 176 Dupont Street, Toronto. U. K. TEAS are put up mixed and black, in ¼, ½ and 1 pound packages; each case contains 30 lbs. Terms 60 days, freight allowed on 5-case lots from stock in Toronto.

30 cent quality will cost you	**24 cents**
40 cent quality will cost you	**28 cents**
50 cent quality will cost you	**35 cents**

Figure your profits and compare with other Package Teas.

In one sense this may be said to be a Royal Tea House. The United Kingdom Tea Company, Ltd., London, England, hold Warrants of Appointment to H.M. King George V., and H.M. Queen Alexandra, H.R.H. the Duke of Connaught, and others of the Royal Family; and are, likewise, Tea Merchants to both the House of Lords and House of Commons. The Company's tea is regularly supplied in the hotels and restaurants of the London and North Western Railway Company, the Great Western Railway Company, the Great Northern Railway Co., and the Great Eastern Railway Co., in upwards of three thousand other hotels and institutions, in numerous clubs, colleges, schools and hospitals, and to many of the canteens and messes of the Army, as well as to thousands of customers all over the world. The directors are Messrs. C. E. Ayshford, C. V. Henderson, and J. H. Morphew, and the continued success of the house is primarily due to these gentleman, supported, as they are, by a picked staff, like themselves, of practical men. A long list of gold medals and awards carried off at great exhibitions attest to the value of the Company's output. There are branches at Dublin and Bombay, and Continental depots at Paris, Vienna, Berlin, Milan, Bucarest, and Galatz, whilst agencies exist in almost every part of the civilized world.

ROQUEFORT CHEESE

Guaranteed real Roquefort cheese, MADE FROM SHEEP'S MILK ONLY. Beware of IMITATIONS.

Le Phenix Brand, Gold Medal, Paris, France; Diploma of Honor, Toulouse, 1911; Grand Prize, Antwerp, 1911; Pau, 1912, and Limoge, 1912.

We represent one of the largest manufacturers in Roquefort, France, and are now booking orders for delivery about October 1st next.

Each cheese weigh about 5 lbs., 12 cheese per box. Price, delivered by Express, any station in Ontario, 34 cents per pound; all east of Ontario 35 cents per pound; all west of Ontario 36 cents per pound; f.o.b. Toronto, 33 cents per pound.

KIRKWOOD & SONS
176 DUPONT STREET, - TORONTO, ONT.

PROFIT

There is more in **JAPAN TEAS** than any other kind. Consignments of new crop (owing to its excellent quality) are picked up immediately on receipt of shipping samples.

FURUYA & NISHIMURA

PURE STRAWBERRY JAM
CHIVERS' QUALITY

We are in a position to protect you for your requirements in Strawberry and other Jams, either immediate or future delivery, and can supply you with CHIVERS' QUALITY.

Do not buy the first jam offered you, thinking you will not be able to secure your supplies. We can protect you, and besides guaranteeing delivery we can save you money and give you CHIVERS' Quality.

Our bookings are quite heavy owing to the complete satisfaction given by CHIVERS' goods in the past. Get in touch with our travellers or write us direct and take advantage of our SPECIAL 1913 INTRODUCTORY OFFER ON CHIVERS' LINES.

FENWICK, HENDRY & CO.
Manufacturing Wholesale Grocers
KINGSTON, ONTARIO

Red Rose

BAKING POWDER

Made with the pure French cream of tartar.

Manufactured only by

A. W. Hugman, Limited - Montreal

Cor. St. Paul and St. Gabriel Streets
Western Agents: Orr & McLain, Winnipeg
Maritime Agents: W. F. Hatheway Co., Ltd., St. John: N.B.

You Want to Earn More, Don't You?

Your answer is Yes, Certainly!

The first essential is to find a way.

We are going to solve this problem for you. You can suit yourself as to whether you give up your present position or not. If you choose, you can devote only spare time to our proposition.

If you are enterprising and intelligent, and willing to work for $7.00 or $8.00 a week during your spare hours, for the first two or three weeks of your connection with our staff, we can put you on the road to success. After a few weeks, when you have had a little experience at our business, you can earn from $25.00 to $50.00 per week.

Write for full particulars to

THE MACLEAN PUBLISHING CO.

143-149 University Ave. Toronto, Ont.

The Canadian West is Yours

With our efficient sales force on the ground all the time we can introduce your products quicker, better and with less expense to you than you can with your own travellers

We're on the Spot

We cover the entire territory from Winnipeg to the foot hills, representing some of the best lines, and introducing new products to the wholesale and manufacturing trade in Manitoba, Saskatchewan and Alberta.

We're doing a tremendous Western business for live European, American and Canadian Manufacturers, and are saving them money. We can do the same for you.

We handle direct shipments for representative houses, also shipments on consignment, and **we arrange weekly pooled car accommodations from Winnipeg to all Western points.**

Our head office is in Winnipeg.

The distributing centre of the West.

We have store-house facilities in the principal wholesale centres of each province.

Let us know your line to-day and we will give you our terms. The West is yours through our service.

W. H. Escott Company, Limited

Wholesale Grocery Brokers—Commission Merchants—Manufacturers' Agents and Warehousemen.

181-183 Bannatyne Ave., Winnipeg, Canada

Order now from your jobber, or direct from us, and avoid disappointing your patrons

Two Sizes:—

Premium, or 25c. size, 12 packages to the case.
Regular, or 10c. size, in cases of 36 packages; or half cases of 18 packages.

The Chisholm Milling Company, Limited
Toronto

"A pronounced difference"

That's what your customers say about the pure fruit taste of Cairns' Scotch Jams, Jellies and Marmalades in comparison with other lines of fruit products. The purity of Cairns' products has made them popular with Royalty as well as the trade in general.

Stock Cairns' for Bigger Business.

Alexander Cairns & Sons
Paisley, Scotland

Canadian Agents: Snowdon & Ebbitt, Montreal; McLeod & Clarkson, Vancouver.

RICE'S SALT

Salt, the commonest commodity in use in every kitchen in the country, should be of a quality superior even to anything else. This is so of Rice's. It is the finest in the land, and is made in Canada.

We ship promptly. Get our Prices

THE NORTH AMERICAN CHEMICAL COMPANY, LIMITED
Clinton and Goderich, Ont.

BUY
"Redona" and "Matador"
SHELLED
ALMONDS

The most popular amongst the Grocery and Confectionery Trades

COSMELLI & COMPANY

Packers and Shippers of the well-known Red "C" and Red "B" Fruit Pulps.

Monument Buildings, London, England

White Swan

Goods Build Up Store Character

They are the finest and are attractively put up. The quality is there and the materials are pure. They cost no more than ordinary brands. *White Swan* Products are composed of the purest and best ingredients, carefully selected and prepared by men who know how.

Order from your wholesaler or direct.

"Surity of Purity"

WHITE SWAN SPICES & CEREALS LIMITED

TORONTO ONTARIO

Brand's A.1. Sauce

This sauce has been the table delight of thousands for over a century, and its popularity keeps on growing — it adds zest and relish to the plainest and richest fare.

As a merchant you are interested both in quality and profit. You'll find both satisfactory.

A1 Sauce will repay you well for any trouble you may go to in giving it prominence in display or recommending it to your customers. Sample it yourself, you will be delighted.

Visit our exhibit, Manufacturers Bldg., Canadian National Exhibition, Toronto. We will be pleased to make your acquaintance.

Brand & Co., Ltd.

Purveyors to H.M. the Late King Edward VII.

MAYFAIR - LONDON, ENG.

NEWTON A. HILL, 25 Front Street East, TORONTO
H HUBBARD, 27 Common Street, MONTREAL
McLEOD & CLARKSON, VANCOUVER

Canadian Grocer's Annual Fall Number

"An excellent number"—"Window displays an admirable feature"—"Store hints well worth a year's subscription"—"Difficult for us to pick out the best points so many have appealed to us"—"Cuts of so perfect grocery stores are an inspiration to all merchants."

These are extracts from letters you and other retail friends wrote us the last time Canadian Grocer issued a big number.

Another one is in the making. The 1913 big Fall Campaign Number will be issued on October 10. Although several weeks distant, the editors are already at work securing the ammunition. If the above complimentary references to the last big number were earned—and they were backed up by scores of others—this year's Fall, Winter and Christmas goods selling number will deserve even greater attention.

The issue of October 10 will contain many bright features. Some of the best selling windows available of Fall and Christmas goods will be shown; there will be a wealth of interior views of a number of Canada's finest stores from the Atlantic to the Pacific; it will include store systems for effectively eliminating leaks; many strong evidences of the Selling Power of the Dealer; stories of retail grocery successes, and ideas and methods of scores of first class merchants.

This issue alone will be worth this year's subscription price. Make sure that you get it and that you study it.

It's here again.
Are you coming?

The greatest annual Exhibition on the American Continent—and extension year at that—an event that Toronto and the whole country, should be justly proud of.

We know that hundreds, probably thousands of our customers will visit it, and we do hope that one and all will find time to call on us either at our Front Street Office or at our booth in the Manufacturers' Building.

We would like very much to meet you personally—perhaps you would like to meet us—so we are greatly in hope that you will call and see us at our office as well as at the booth.

Red Rose Tea

7 Front Street East
TORONTO

L. & B.

BANNER BRAND JAMS AND JELLIES

Stand at the very top for high quality, quick selling and profitableness in fresh fruit products. Most aggressive dealers know that profitableness in Jams and Jellies depends on certain essentials. These are: delicious, fresh, full fruit flavored goods, the kind that makes repeats and sells at a moderate price. L. & B. Banner Brand fills these essentials to the letter. That is why they are so popular.

LINDNERS LIMITED

340 Dufferin St:, TORONTO Phone Park 2985

Representatives:—The Amos B. Gordon Co., Toronto; Watt, Scott & Goodacre, Montreal; H. D. Marshall, Ottawa, Ont.; C. A. Munroe, New Brunswick; W. H. Lyne Usher, Nova Scotia and Prince Edward Island; H. Donkin & Co., Vancouver; Western Office at Winnipeg.

An Invitation to the Canadian National Exhibition

You are cordially invited to visit our Stand in the Manufacturer's Annex, south-east section (under Grand Stand), at the Canadian National Exhibition, Toronto, August 3rd-Sept. 8th, where an attractive display will be found of OCEAN BLUE, GIPSY Stove Gloss, LINOLEO Floor Wax, etc., etc.

Our chief representatives will be in attendance to put up a proposition which is worth your while enquiring into. If you are visiting Toronto, make a note to call upon us.

Hargreaves' (Canada) LIMITED

33 Front St. East **Toronto**

One Quality Always and That the Best

Mustard, the staple condiment, to be good must be the Right Brand and properly prepared. Inferior quality materials are never used in the preparation of

COLMAN'S MUSTARD

OR

KEEN'S MUSTARD

IN SQUARE TINS

They are always uniform in quality and flavor and of superior strength. The trade demands the best; these brands supply it.

Magor, Son & Co., Limited

Agents for the Dominion of Canada

403 St. Paul Street, Montreal

Toronto Office, 30 Church Street

The Grocer on the 'Phone!

"Corn Starch, Madam — yes — BENSON'S, of course—it certainly is useful for lots of dishes —The Best? It has been the leader for over 50 years!

"STARCH FOR WASH DAY? SILVER GLOSS is the Home Laundering Starch, Madam — yes, it is easily soluble in hot or cold water — it comes in large crystal lumps.

"I'll send you BENSON'S and SILVER GLOSS, Madam— Thank you!"

THE CANADA STARCH CO., LIMITED

Manufacturers of the EDWARDSBURG BRANDS

Montreal Cardinal Toronto Brantford Vancouver

Some Methods of the Co-operative Societies

In the August 1 issue, Canadian Grocer published a report from Montreal of the failure of the Home Co-operative Society there. The secretary of Valleyfield Co-operative Society has written us a letter stating that the facts in connection with that failure were misrepresented. His letter is reproduced below, together with some comment on it in regard to the movement in Canada.

The Editor, Canadian Grocer:

Dear Sir,—In your columns of August 1st you publish an article headed "Co-operative Society Fails and Poor Lose," which tends to mislead, and is, in fact, a misrepresentation of the truth.

Anyone reading the article will arrive at the conclusion that the manner in which the promoter collected the money from those who were foolish enough to subscribe the Home Co-operative Association was pure and simple a one-man concern, run on other people's money, without the subscribers having a vote or any part in its management. May I be allowed to enlighten you and the general public that no genuine co-operative society exists in the Province of Quebec unless it has been incorporated under the Quebec Syndicates Act of 1906, and furthermore is affiliated with the Co-operative Union of Canada.

Your columns are apparently always open to any article that will in any way belittle the co-operative movement in Canada, but I would think that you should at least be fair, and rather than publish such an article under such heading leave well alone, for, let me assure you, that as co-operators we wish to live in harmony with all men; our motives are as pure as the light of day.

We simply aim at clearing the tangle which present-day commercial life has attained where the producer and the consumer want full control of the world's markets, mines and factories, etc., and so be in a position to eliminate such a condition where men in their lifetime control and assume a monopoly in certain commodities of life. Our motto is: "Each for all" and "All for each."

I am, yours truly,

GEORGE LAWSON, Secretary.

Industrial Co-operative Society, Valleyfield, Que.

* * *

Facts Stated Correctly.

Editorial Note.—If the article published recently on the failure of the Home Co-operative Society in Montreal did not represent the true facts Canadian Grocer is glad to give publicity to the above letter. This paper did not, however, misrepresent the facts. It was plainly stated how the business was carried on. The system, while it may not have been the same as that in Valleyfield, was nevertheless one form of "co-operation," and demonstrates how simple a matter it is for promoters of "co-operation" to deceive the poorer classes.

A word or two might, however, be said of the co-operative movement in Canada apart from the failure referred to. There have been a great many failures of these societies in Canada since they were first established. Many a Canadian wholesaler and manufacturer has lost dollars and dollars in their fall. It is true there are failures among retailers, but it is safe to say that the percentage of the former is much greater than among the latter.

Exception Must Be Taken.

These firms call themselves "co-operative" societies, and, no doubt, this was a happy selection—for their own purpose. It is easy for a promoter to go out among the working classes of a community and convince, by promises of large dividends and cheaper goods, these people to join the associations. They whisper to them how the retail grocer is robbing them of their earnings and cheating them by extortionate profits; how they can make big dividends, and still get their goods cheaper. To this sort of thing we must take exception. Everyone who knows anything of the retail grocery business knows that on staple articles the grocer is making no more money than is necessary for his bare existence. Competition is too keen for anything else. It is a mighty easy matter to open a grocery store these days. How then can any so-called "co-operative society" reduce the cost of living under such conditions and pay 7 per cent. dividend?

There is, too, a great difference between "true" co-operation and "false" co-operation. True co-operation is where one helps his neighbor through troubles as well as success. False co-operation works to secure other people's services and capital with which to make commercial experiments. It always ends when the partnership fails to pay dividends.

Special Privileges Wanted.

No one will doubt the writer of the above letter when he says that "as co-operators we wish to live in harmony with all men; our motives are as pure as the light of day." This is accepted cheerfully as his honest personal convictions. But it cannot be forgotten that in the past others interested in this work have attempted to get through Parliament legislation that would give to co-operative societies privileges that could not be enjoyed by other joint companies. Motives may be pure as the light of day and the methods of carrying them out otherwise. Had this legislation gone through they could not have been compelled to make the necessary joint stock company reports to the Government unless someone charged them with mismanagement. One of these bills in the dying stages of a session slipped through and was only checked by an exceedingly small majority in the Senate. Why this special privilege? Can anyone give a reason for it, particularly in the face of so many co-operative store failures in Canada?

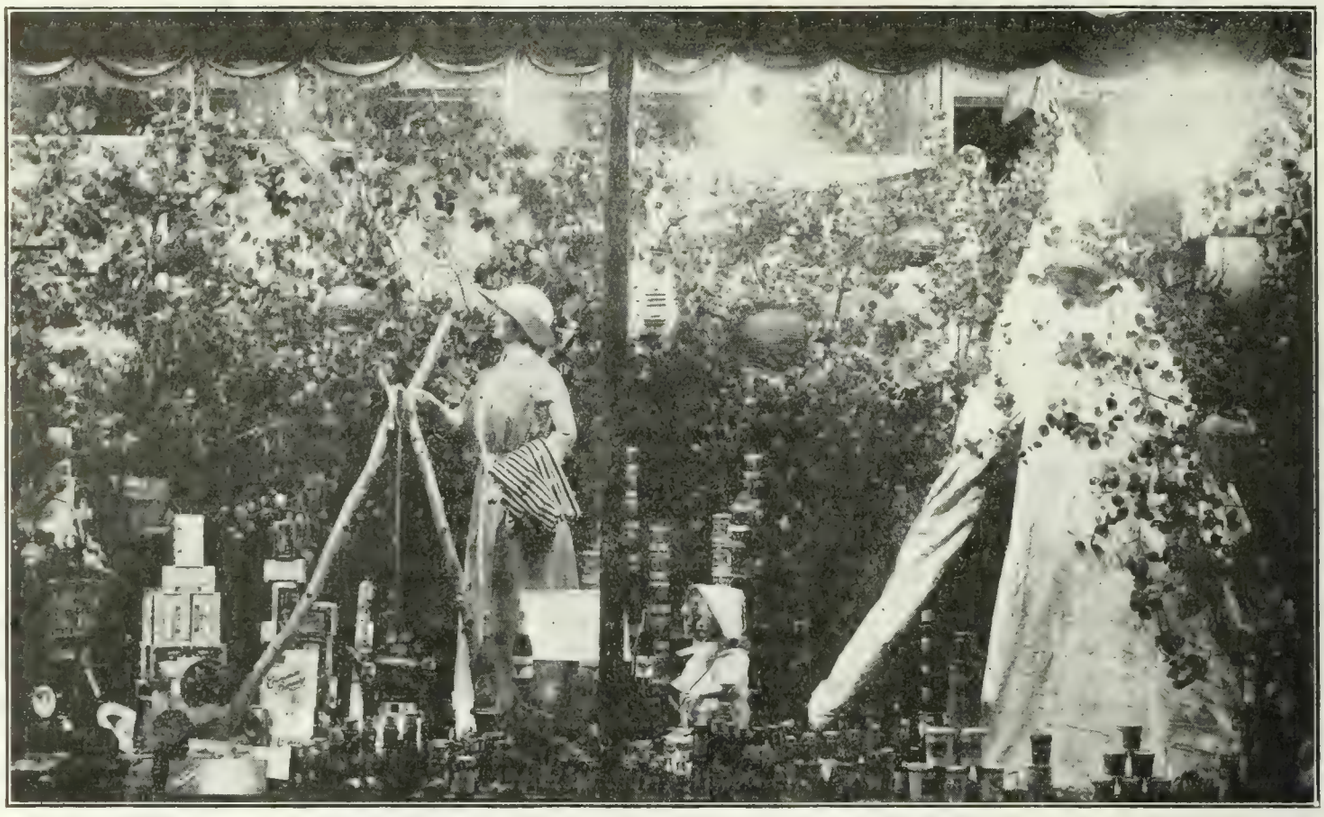
Why Deal With Wholesalers?

The last paragraph of the letter from the Valleyfield secretary is interesting when considered in connection with the chief reason given for the failure of the St. Thomas, Ont., society a few weeks ago. "Co-operators" want to clear up the tangle, etc.; but would they purchase from wholesalers and manufacturers—the same as do retail grocers—if they could form wholesale companies and manufacture themselves? Yet members of the Ideal Co-operative Society of St. Thomas were quite vexed because they couldn't purchase from wholesalers.

It seems to be the aim of these societies to eliminate the wholesaler and manufacturer should they ever become sufficiently strong. They would, however, use them as stepping-stones to that end. Is that fair? Would it be natural, therefore, for any wholesaler or manufacturer to cater to them in view of this? It seems to be "Each for all, and all for each," when it suits one's purpose. This reminds us somewhat of the story of the two Irishmen, one of whom had suddenly turned Socialist. "It's like this," explains Michael (in his own dialect, of course), "if I had $100,000 I would divide it up with you, and if you had the money you would divide it with me."

"That's a good system," returned Pat, "that will suit me fine. If, then, you had two pigs in your pen you would give one of them to me."

"Oh, bedad, no," replies Michael; "you know I have two pigs, you scoundrel."



Elaborate summer goods grocery window shown by the Acme Co., Edmonton, Alta., winner of first prize in Canadian Grocer's contest open to cities over 10,000. Trimmed by S. Brown.

Outdoor Background to Summer Goods Trim

Attractive First Prize Display From the Acme Co. Store, in Edmonton, Alta. —Full Description of Its Construction— Lines of Summer Goods Shown — Window Proved to be Splendid Seller.

This realistic camp scene formed an attractive grocery display in the window of the Acme Co., Ltd., Edmonton, Alta., recently and it did not fail in its object to attract the public to the special requirements of the summer season.

The background was composed of natural poplar trees, in front of which was a rustic tripod with swinging kettle, under which the camp fire showed its glowing flame, with the aid of an electric fixture, and red silk entwined with the split logs. The young woman with her sweater thrown across her arm added a homelike touch while the little girl seated at her feet playing with the sand reminded one of pleasant hours of long ago.

The tent pitched amongst the trees also gave a longing to be away from the crowds to the sandy beach of the lakes.

Summer Lines Shown.

Rustic chairs arranged about the scene laden with baskets of luscious fruits and bottled salads, while the sanded ground with its green foundation was arrayed with an assortment of everything possible in the way of appetizing eatables, to suit the most fastidious taste, composed of canned meats, fish, bottled fruits, condensed milk, cream cheese, vegetables, fancy biscuits and chocolates, etc. In fact nothing was omitted from the selection, required to make the camping season a pleasure and a success.

J. E. LIVINGSTONE.
Mgr. "Acme" Grocery Department, Edmonton, Alta.

This window was trimmed by S. Brown who is responsible for the displays in the grocery department of the Acme store.

Sales Beat Past Records.

John E. Livingstone, manager of the department, in sending in the photograph, stated that this proved to be a selling window from every standpoint and that for the week end it was on display, sales in camp and summer goods were above anything they had accomplished this season. Their grocery business is showing a steady increase this year and preparations are being made for a heavy Christmas and winter trade.

Entry of Bruce McDougall, with F. McDougall Ingersoll, Ont., which took first prize in contest for places under 10,000 population.

A Compact 1st Prize Summer Goods Display

Many Lines of Hot Weather Drinks and Foods Neatly Shown—Use of Stuffed Birds Gives Added Summer Touch to the Display—List of the Goods Shown —How Window Was Made.

The above window which captured first prize (class 2) in the Canadian Grocer's summer goods window dressing contest is a most attractive one. Bruce McDougall who trimmed it deserves high praise for his artistic work which no doubt surpasses that of many window trimmers in larger centres than Ingersoll, Ont.

The central feature is the semi-circular design in the centre containing bottles of grape juice, wines and other summer drinks. Along the front are tins of sardines attractively tilted and alternating with cans of salmon—two important summer selling lines.

To the left are pyramids of salmon, pickles, canned apple, canned soups, lime juice and olives—all neatly arranged—while on the right are the same goods. Serving partially as a background are breakfast foods, fancy biscuits.

Mr. McDougall used his birds here to good effect adding an extra summer touch to the entire display. He has also utilized several manufacturers' show cards to attract attention to particular lines.

Here is a window that demonstrates conclusively that the so-called "summer slump" is a purely imaginary condition and exists only in the mind. With displays such as this, and the one on the opposite page, appearing in the window every other week—inviting the public to come in and buy—there would be no summer slump. Folks must eat to live whether they live to eat or not and their appetites are just as keen in summer as winter. The same goods of course may not be sold, but hot weather necessities and luxuries bring just as good profits as do winter lines.

Summer is not yet over, if we are to judge from the weather of the past week. There is yet splendid opportunity to sell summer lines such as are to be seen in the two windows here reproduced. It is by no means too late for displays of these goods. Good business is to be secured now and such a display as either of these would indicate that a well dressed window becomes a permanent investment.

In next week's issue the second prize displays will be announced with illustrations.

AN EXAMPLE TO FOLLOW.

The first prize window in Class 2 of the Canadian Grocer's summer goods display contest is reproduced above. It wus dressed by Bruce McDougall, of Ingersoll, Ont,, a young man whose persistency as a window trimmer has won for him high praise from travelling salesmen, as well as from his own town folk, who have seen his work. There are many other young salesmen in Canadian grocery stores who might well follow Mr. McDougall's example. His talent for display work did not always exist. He has persistently developed it. Others can do the same. First prize in Class B, as well as in Class A, means $5 to the successful contestant.

Getting The House Cleaning Trade

For the Autumn Housecleaning Trade every dealer should have a stock of brushes, mops, and good brooms. Not only should there be a sufficient stock on hand but sales of the various kinds should be pushed by every available advertising medium at one's command. Large mail order houses are enjoying a good sale of house cleaning brushes because they are advertising them strongly. Many retailers are doing the same but there is much room for larger sales. This article, which is the second of a series, deals with different kinds of brushes, cloths, mops, brooms, etc., with their uses.

Powders and polishes and cleansing liquids form one division only of housecleaning.

The housewife knows this, and the grocer knows this, and the housewife will expect her grocer to apply his knowledge in the direction that will help her most.

What is house-cleaning without brushes and brooms?

What is house-cleaning without the necessary cloths?

This article, the second of a series, deals with a few lines of brushes and cloths that it will pay the grocer to keep when the campaign against the summer collection of dust and dirt draws the feminine head of the home into his store in search of weapons.

Varied Supply Necessary.

It is well to realize, at the outset, that the lines the dealer carries must be rather broader in their range than a year or two ago. You cannot limit your supply to kitchenware. That was all right when every floor in dining room, hall, sitting room, drawing room and bed room was covered with a carpet. Then the hardware man with his carpet sweeper held the field. Now he must share up. The use of rugs has revolutionized the floor cleaning business—the word is not too strong. The displacement of the carpet has created industrial openings in floor cloths and brushes that have resulted in the establishment of many a factory. There seems no more reason why a grocer should keep a corn broom to sweep the kitchen floor than a hair broom or floor cloths to dust the borders on the dining room floor.

Brushes to Stock.

Now for the various lines that it will pay the dealer to push.

The scrubbing brush is the old reliable and it will always be in fashion. Therefore keep a good stock, for the coarser work, for tables and stairs, for laundry, for bath tub and for painted woodwork. Styles in brushes do not change much and the lines of last year will be as serviceable as before.

Sink brushes, including the wire style, will be in demand.

Then there are window brushes, with handles, six, eight or ten feet long. These must be included in the selection to be complete.

The hair brooms with handles that fit into the broad bases will be required for hardwood floors. It would be well to keep a few lines of these, as well as bannister brushes for upper woodwork, window sills, doors, etc. There will be some call, too, for radiator brushes. This kind of housecleaning does not miss a square inch of the house.

Display them in the window: put up a big sign that will cover the uses of them all; and separate, smaller signs for the individual groups. Then talk about them to customers.

The Chemically Treated Brush.

Next for the chemically treated cloths, a very modern invention, and one that is superseding rapidly the old style cloths, according to the makers of both.

Keep the self-wringing floor mops for kitchen use, but put in a supply of the new varieties for the other rooms of the home. The housekeeper of to-day is not satisfied until she has gone over the borders of polished hardwood or painted soft wood every morning. The latest invention is a dust cloth to which the dust clings, leaving a clean, shining floor surface. They are a patented invention: some use oil, others declare against it with a different chemical treatment. Have some one test two or three of these and then recommend the best.

There are dust cloths that gather up the lint without making it flit this way and that. There are dustless mops for use with long handles. These come in several styles to suit the angles of the room or the class of work to be done. Floor polishers are also made of the same material. These spread out so as to cover a large surface. One firm is showing rubber tipped polishers that prevent the ends of the wood from scratching the wall and furniture. A mop stick, for a similar reason, is padded with felt.

Are Easily Cleaned.

Another line is a hand duster with a short handle. All of these goods can be cleaned by washing in soap and hot water: the chemical effect remains after the accumulated dust has been washed out.

All these the dealer should find good sellers and where they are not yet appreciated a little intelligent talk is all that is needed. They are a good auxiliary house-cleaning "group" to the powders and polishes mentioned last week.

A splendid selling fruit and vegetable trim from the store of John Robertson & Son, Montreal.

Store Where Fruit is Only Sold in Fillers

John Robertson, Montreal, Grocer, Does Not Give Customers the Opportunity of Handling It—Much He Claims Is Saved in This Way—Fruit Wrapped for Delivery—Fancy Baskets Used.

"Our location is one of the best in Montreal and I doubt if there can be found many in Canada which are better suited to selling fruit in the way we do it, than the one we have here," stated Jno. Robertson of John Robertson & Sons, grocers, 363 St. Catherine St. W., Montreal, P.Q. Robertson's store is situated right in the heart of the retail district, and at a point of heavy traffic both on foot and tram, not only during the day, but also in the evening on the way to theatres and other entertainments.

But to come back to selling fruits. "We sell all our fruits in fruit fillers." stated Mr. Robertson, and with a twinkle in his eye, added, "and we keep one man continually employed specially wrapping that fruit and placing it in the fillers. In this way we prevent almost entirely the fruit being picked over by the purchasing public, for were we to sell by the dozen from bulk, they would be everlastingly picking it over and seeing that they got what they considered the best every time.

The Cost of Fillers.

"The cost is not heavy. Fillers run a bill of $12 a thousand, and added to that there is the time of one man fixing the fruit up. In selling, the cost depends, of course, on the way the fruit turns out. We consider, however, that we can sell a much larger quantity in this way, that we can catch a high class trade we otherwise would almost fail to get, and estimate that our fruit business is worth easily 20 per cent. more by employing this method."

Careful in Delivery.

In preparing fruits for delivery, too, Mr. Robertson is careful that there shall be no margin left for complaints. He has instructed his sales clerks that any fruit which is liable to crush and soil through the wrapping paper, shall be covered over with waxed paper such as is used in wrapping butter. Thus the fruit reaches its destination in better condition, and more liable to make a favorable impression on customers.

This store believes in the value of price card prominence in window displays. Cards are drawn up in attractive form in two colors, blue and red being favorites. Here not only is the price given, but also the name of the fruit such as "Fancy California Plums, 35c a basket," "Canadian Berries, 20c a box," "Fancy California Peaches, 35c a basket," or "Fancy Bartlet Pears, 35c a basket," price quoted in each case being the price per filler, and not per dozen. These cards Mr. Robertson claims are direct advantage in bringing the people into the store, and also save a number of routine questions such as "How much is this?"

Foliage and Fancy Baskets.

The presence of plants of various kinds is another attractive feature, as brought out by the accompanying illustration. A touch of green sets off the fruit to greater advantage being the color which nature continually employs for that purpose, and also gives the window a brighter, more seasonable appearance. Fruit tied on amongst the foliage as shown in the right hand side also brightens up the general effect and tends to catch the eye of the curious observer. The same applies also to the fancy baskets, which add an outdoor picnic appearance.

It will be noted, too, that in this window down the background is not built in solid either with a partition or with fruit. This, it is claimed, is a direct advantage, giving outsiders a chance to judge the standing of the store from the street, and thus form an opinion of it before entering.

Allowing one's own personality to enter and fill a business is one of the most important factors, and this Mr. Robertson is continually aiming to do, and apparently with marked success.

The CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

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Winnipeg—34 Royal Bank Building. Phone Garry 2313.

Vancouver, B.C.—2649 Third Ave. West, H. Hodgson.

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Subscription: Canada, $2.00; United States, $2.50; Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, AUGUST 22, 1913

THE EVILS OF PETTY JEALOUSY.

An official in a retail association has related to The Canadian Grocer an interesting little experience he had recently while on a visit to another city—interesting because it goes to show the limit to which one grocer will go, to take an advantage over his fellow dealer.

While in a grocery store talking over organization work, the dealer got in a couple of cases of eggs . "Now," he said, "if you have a few minutes to spare, I'll give you an instance demonstrating how the merchants here love one another." The visitor didn't have much time, but he was assured "the fun" would be over in five minutes. So he waited.

As aforementioned, the grocer had bought some eggs for which he paid 23 cents. He made out a card "26 cents," placed it on a case of eggs and put the case in front of the door. The visiting official was asked to watch a competitor across the way. In much less than the five minutes allotted, out he came and while pretending to attend to some cases, etc., at the store front, he could be seen taking in through the corner of his eye the eggs and the card on the opposite side of the street. In another minute out came a case of eggs with a ticket reading "25 cents a dozen."

Here is a condition of affairs most distasteful. Three cents on 26 was not much profit, yet, for the sake of a little extra trade and the long chance of getting a new customer, a competitor was petty enough to cut the profit margin still further.

When will the grocery trade rise above such unbusinesslike methods?

BEATING OUT THE DRUGGIST.

How many grocers have not been making a bid for the mineral water and summer drink trade? If there are any, it is a fact that they are losing money these days.

This trade is gradually getting into the hands of the retail grocer. Once upon a time the druggist was getting the bulk of it but from a recent experience of a member of the staff of The Canadian Grocer it is shown that it is being rapidly transferred to the grocery store—the logical medium to reach the greatest number of consumers.

The other evening the member of the staff above referred to went into four drug stores in a Canadian city for a certain mineral water. In not one of these could he obtain it. Not only that but each explained upon inquiry, that he was not selling many summer drinks or mineral waters since the grocery stores were taking them up so strongly. They were getting the bulk of the trade now, each one explained. Next day the intending purchaser of mineral water asked for the beverage at a grocery store and got it. Since, he has purchased it at several others.

One does not have to go far afield to find why this trade naturally belongs to the grocer. Practically every family in every town and city in the country gets into touch with the family grocer every day whereas the drug store will be visited only once a week. The grocer has therefore six times as many chances to sell summer drinks and mineral waters as the druggist.

Every member of the trade should enter enthusiastically into the sale of these lines. They can be easily sold, particularly where the water is none too good, and the margins are usually worth while.

THE CONSISTENCY OF INCONSISTENCY.

When one form of joint stock company applies to parliament for special privileges denied other companies of a similar character, how can it expect the support of any newspaper? This is just what the promoters behind "cooperative societies" in Canada have done,. They are still after this class legislation and it is the duty of the retail merchants of Canada to prevent them from getting it. If they do not, no one else will.

It is amusing to see some daily newspapers criticise wholesalers for not selling to cooperative stores, while in almost the same breath these same papers advocate cutting out the "middleman." There's consistency for you!

It is also interesting to note the struggles some cooperative societies are making to purchase goods from wholesalers and manufacturers when these same societies would "throw over" both wholesaler and manufacturer at the first opportunity.

OYSTER WEEK INAUGURATED.

An oyster movement covering both Canada and the United States has been inaugurated—a campaign the object of which is to increase the consumption of oysters in the two countries. It had its birthplace amongst the growers but will be taken up vigorously by the retailers.

It is proposed to name October 20-25 as "Oyster Week," in which every dealer will be asked to emphasize oysters, as by that time the weather will be settled and all will be handling them. The combined efforts of the retailers will, it is hoped, result in an increased interest and sales.

The growers themselves in addition to furnishing the retailers with suitable means for a display campaign, will arrange for educational articles in the form of reading matter in trade papers and the daily press and monthly magazines, with cuts of boats in action and other features of this industry. Letters will be sent out also to hotel and dining car superintendents asking them to feature oysters and oyster dishes on their menus during "oyster week." These will include all hotels in places with a population over 4,500.

THE COLLECTING AGENCY QUESTION.

A note of warning should be sounded to those retailers contemplating having collecting agencies collect accounts for them. While some of these agencies are honest and reliable there are many who cannot always be depended upon.

An instance has just reached this office of a grocer in Western Ontario who has been waiting for some time for more than $80 due him from one of these agencies. If the money does not come through soon, it may be necessary to have another collecting agency follow up the one in question. In some cases these collecting firms, when given a list of accounts, insist on taking their commission on the total out of the first sums collected. This naturally would make them less interested when once their share had been extracted.

When signing up a contract with a collecting agency, make sure you are dealing with honest men. Some of your accounts may be of little use but they are worse when once a dishonest collector gets after them.

AN OVERPLUS OF RICE.

The United States government estimate of the 1913 rice acreage places the present crop at 824,100 acres, an increase over last year of 101,300 acres. That means one million sacks more than last year, plus the carry over. The Southern Rice Growers' Association proposes, to prevent a slump and ruinous prices, that each grower set aside one-fifth of his crop which the Association will try to export, with the idea that the balance will bring more than the whole of the crop if kept at home.

The National Housewives' League started a campaign a few days ago against this Association to prevent the rice growers exporting part of their produce at a loss in order to keep up the price in the United States. A boycott has been suggested if the price is "boosted."

Here we have a system somewhat similar to that in which the Grecian government regulates currant exports and the Brazilian government exports of coffee. If, for instance, all the currants grown in Greece were exported, it is said the growers would soon be working for starvation wages. The price of currants would have to go down. Advocates of the present system claim the government is quite right when it aids the growers in keeping prices up to prevent financial difficulties. Opponents think it is not.

Be that as it may, it would appear that if good, strong advertising campaigns were carried on in different countries setting forth the claims of currants, of a particular coffee or of rice, there would in a few years time be no necessity for actions such as those of the Grecian and Brazilian governments and the Rice Growers' Association. The Ceylon tea growers took this method a few years ago. By means of the tea cess they raised the money, and anyone at all familiar with the tea business of the globe to-day knows the results. The St. Vincent Arrowroot Growers' Association (B.W.I.) are doing the same thing now by means of an export duty and they are getting their reward. Why not the currant, coffee and rice growers?

ADS. THAT GET BUSINESS.

Some splendid ideas on retail advertising were run across in an article recently written by the copy writer of one of the largest and most successful mail order houses on the continent. Dealing with the large, disagreeable black-faced type, rules, etc., found in many advertisements, he says:—

> "We wouldn't go out and scream things at our neighbor. He isn't deaf. Neither is he blind, and yet we scream at him in our advertisements. We underscore and italicise and double underscore and display and exaggerate until our advertisements almost swear at the reader—our neighbor. And yet a few words mixed with real psychology will produce an effect almost magical. To illustrate, a quarter page advertisement for Daniel Low in the Saturday Evening Post last fall produced more than half the results of six times the space the year before in the same medium. The heading, in rather small type, was this: 'Fine! Mother will like that!' It accompanied a picture of a kindly faced gentleman looking through a Daniel Low Year Book for Christmas gift suggestions. It was a human problem, and the appeal was to the heart. It struck home. Another advertisement headed, 'What Shall I Give Father?' was run in a woman's magazine with excellent results. That touched the woman's problem."

The writing of a good newspaper advertisement is the placing before readers a plain, simple talk that appeals to their hearts, their good sense, and to their natures as human beings. In selling a customer over the counter one would not think of shouting out information about the goods. Rather he would reason with him and make suggestions in the natural tone of voice that would induce him to consider the proposition carefully. The advertisement should be written with the same end in view.

EDITORIAL NOTES.

Crop failure in the West is now an impossibility.

* * *

Waiting, like Micawber, for things to turn up, is not a policy of any good merchant.

* * *

Keep an eye on those customers returning from the summer resorts and see that they do not stray.

* * *

In association work lack of co-operation and support given the leaders and workers is one of the greatest drawbacks.

* * *

Apparently cooperative societies are anxious to build up business by using wholesalers and manufacturers as their stepping stones, and then when they reach a sufficient height, they throw away the steps.

* * *

What cheaper living would anyone want than free salmon? Although it would appear unnecessary, some of the ranting sort—the housekeepers' leagues, etc.—would probably ask that the gas be supplied to cook it.

* * *

A dispatch from the coast states that on a certain day the salmon catch was so great that fishermen began to sell them three for a quarter. This, however, did not get rid of them fast enough and the price was cut to four for a quarter. Later the salmon were given away. The next move would have been to pay someone for taking them away.

The Clerks' Page

By the Cub Reporter

A TALK ON CALMNESS.

By Leigh Mitchell Hodges.

Take it calmly, my friend, take it calmly!

Do you know that every time you get worked up, excited, flustered, "mad" or angry, you not only use up a certain amount of reserve strength which might be made to serve a much better purpose, but that your mental explosion is apt to generate real poisons in your physical workings?

Do you know that excitement, anger and hate are really worse for the stomach than lobster salad and mince pie combined?

Ask any good doctor.

Calmness is not only a great producer of pleasure and profit, but one of the finest preventives of many bodily pains and ailments.

Calm persons do not often suffer from headache. As a rule, they enjoy good digestion. In most instances they sleep well and have good appetites.

Calm persons usually get what they go after, or come as near to getting it as their measure of ability will admit, for calmness is the most compelling part of personality. And personality has a sixty horsepower pull in human dealings.

In this age of nerves, calmness is more needed than ever before.

Calm down, my friend, calm down.

To begin with, nothing ever is quite so bad as it might have been, or as it seemed at first sight or on first thought. You can prove this for yourself by looking your own past squarely in the face and honestly analyzing its direct and most dreaded happenings.

Nature always is on your side, and nature never fails to hear your call. Of course, if you won't accept her aid, you are bound to suffer. But that is your fault, isn't it?

And if you will sit down and calmly consider your case — whatever the trouble may be—you will begin to see light right away. At first it may be a mighty dim flicker, but even that means something when you're in the dark. And many a roaring fire that could be seen ten miles away has been started by the glowing end of a carelessly tossed cigarette.

From the flicker to the flare isn't such a long step, if only you'll keep calm.

There isn't any sense in getting excited, anyhow.

Real leaders always are calm. Once in a while you come upon a section boss or a foreman of a construction gang who thinks he can make a deeper impression by pretending to be excited and wrought up, but if you could see into that man's thoughts, you'd find he wasn't excited at all. If he was, he couldn't hold his job, for excitement begets excitement, and when men are excited, they can't do their work well.

The men and women who make good are the men and women who have learned to be calm. They weren't born that way any more than you, perhaps. They have learned the lesson of calmness just as well as we all learn to figure and to read. And having learned it, they are making use of it.

Keep calm!

There may be better mottoes, but I haven't happened to meet them.

Keep your temper low and your hopes high, and see if the combination doesn't pay.

A CASE OF OVERCHARGING.

The Cub Reporter.—About smoothing out complaints. I believe that if grocers and clerks can do this nicely, without causing any offence they are going to hold a good many customers that otherwise would be lost.

The other day, although I try always to be careful, I made an error of 10 cents in adding up a customer's account. She paid me the cash and I sent the duplicate check with the goods. Not long after, she came in to the store and attacked me for overcharging her. I again added up the bill and found I had made the error alright. All the time she was telling us that if we were going to cheat her she could buy her goods somewhere else. I felt at first like telling her to do so but didn't.

"I'm very sorry, Mrs. ———," I began, "and I can assure you I had no intention whatever of overcharging you. We value your patronage too much for anything like that and I'm glad you added the bill up yourself and found the mistake. We have built up a good business here by straightforward, honest methods and we could not afford to overcharge anyone intentionally, and least of all a customer like yourself of whom we are always sure."

While making things right with her I rang up the cash register and gave her the 10 cents.

She guessed probably it was an accident and as long as she was sure about it she didn't mind. This customer is yet one of our best but I can assure you we see that her bills are correct in future.

F. H. H.
Winnipeg, Man.

HOW PEPPER IS SECURED.

Pepper as sold over the counter is the product of "Piper Nigrum," a trailing or climbing vine of the East Indies. Both the white and the black pepper are from the same plant. To obtain white, the rind or outer covering is removed by maceration and dries white. A pepper garden resembles a hop garden. The vines are planted on hillocks and trained around poles. With their harvest of green, red and black berries they look very pretty. Certain tropical birds are very fond of the red berries.

OBSERVATIONS OF THE CUB REPORTER.

Don't worry in hot weather. It's bad enough in winter.

* * *

If business has been dull, why not try a summer goods window?

* * *

Without enthusiasm for his work, no clerk gives his best services to his employer.

* * *

While there may be more good habits than bad, the bad habits are those that hold us back.

Current News of the Week

Maritime Provinces and Quebec.

Jno. H. Roberts, grocer and butcher, Canso, N.S., is dead.

The Lachine Co-operative Society, Lachine, Que., has gone into liquidation.

L. LeBlanc, of Herron, LeBlanc, Ltd., Montreal, P.Q., is spending a few days at Lac Tremblant.

M. M. McAthey, bookkeeper for Jno. Caldwell & Co., wholesale fruit merchants, Montreal, is at present away on his holidays.

The Co-operative Grocery Co., Montreal, has registered. Oscar and Arthur Gince are the men mentioned in connection with the company.

W. A. Black, vice-president and managing director of Ogilvie Flour Mills Co., Ltd., is at present on his annual tour through the West. Arriving at Medicine Hat, he inspected the company's new mill, which has now been in operation about a month. He is expected to return to Montreal next week.

The Dominion Government has entered into a $5,000 contract with the United Fruit Co., of Nova Scotia, for a direct service of five trips between Annapolis Royal, N.S., and London or Hull, to commence before October 30. The steamers will carry from 8,000 to 12,000 barrels, especially built for the fruit trade with refrigerator apparatus.

Ontario.

F. H. Dean, grocer, Toronto, has sold to Legge & Bullock.

J. A. McCreery, grocer, Toronto, has sold to G. E. McKee.

McFarland & Finch, grocers, Toronto, are succeeded by Finch & Finch.

Wm. McMahon, grocer, Frankford, Ont., sustained a fire loss recently.

Whitehorn & Simpson, grocers, Ottawa, have dissolved, Mr. Whitehorn continuing.

John Dickie, a merchant, for many years in Pickering, Ont., passed away recently.

Chas. Campaigne, of Campaigne Bros., grocers, Niagara Falls, Ont., was in Whitby and Toronto last week.

The Adam A. Armstrong, grocery and feed business, Fergus, Ont., has been sold to Wm. J. Foote, a former employee.

M. J. Derby, general merchant, Selkirk, Ont., was in Hamilton, Ont., on Thursday of last week attending the Centennial celebration.

A. T. Darragh, Toronto, has sold his grocery business to Rogers & Co., but has purchased the business of R. L. Johnston, on Roncesvalles Avenue.

GROCERS' CONVENTION CALLED.

N. C. Cameron, treasurer of the Retail Merchants' Association, Ontario Branch, announces a convention of the Grocer's Sections of the association for Wednesday, Sept. 3, the sessions to be held at 10 o'clock a.m., and 2 p.m. The convention is one of a series different sections of the retail trade will hold during the week and will take place in the Board Rooms of the Association at 21 Richmond St. West, Toronto.

Two questions in particular are on the slate, the most important of which will be a full discussion of co-operative societies, the so-called consumers' associations, etc. Letters have been sent out to wholesalers and manufacturers regarding this matter with a view to finding out the attitude of these two sections of the trade. The replies will be discussed and the question gone into thoroughly.

Officials of the R. M. A. report that good results are being secured from their collecting system. This will also be discussed and fully gone into.

September 3 comes during the second Exhibition week so that it is anticipated a large number of grocers will be in attendance.

If there are any who have subjects to bring up and who will not be able to attend, these will be looked after if sent to the R.M.A. at the above-mentioned address. All grocers are invited to lend a hand to make the gathering a success.

J. J. Hake, grocer, Uxbridge, Ont., accompanied by Hrs. Hake, leaves this month on a trip to England. Mrs. Hake's health has not been of the best recently, and this is the reason for the trip.

Walter S. Crone is severing his connection with H. W. Nelson & Co., broom manufacturers, Toronto, to go into the manufacturers' agency business. Mr. Crone has seen twenty-five years' service with the above company as traveling salesman, during the last ten of which he has been the vice-president. As a manufacturer's agent his business will be confined to wholesale distribution exclusively.

Western Canada.

The Ideal Grocery Co., Weyburn, Sask., sustained a fire loss recently.

Stock of W. L. Peters, general merchant, Neville, Sask., has been sold to Cohen Bros.

Albert M. Tobias, Morden, Man., has purchased the general store business of B. Tobias & Co.

Coleman & Porter, of Saskatoon, Sask., are opening a grocery store and restaurant in Biggar, Sask.

A. P. Rose, Western salesman for Wm. Clark, Montreal, has started out again on a trip to the coast. It will be remembered that on his last trip Mr. Rose met with an accident at the coast.

The last Quarterly Bulletin of the Grand Trunk Railway states that general stores are wanted in the following Western towns: Manitoba — Dugald, Rivers, Uno; Saskatchewan—Allan, Birmingham, Bremen, Darmody, Fenwood, Franksburg, Forgray, Fort Qu' Appelle, Hawoods, Lebret, Linstrom, Meacham, Riceton, Rowletta, Stony Beach, Talmage, Tate, Venn, Zeneta, Zehner; Alberta—Ardley, Bickerdike, Dandurand, Hargwen, Hinton, Jasper, Jarrow, Kingman.

TRADE NOTES.

A San Francisco manufacturer of ground chocolate insists on agreements with retailers to maintain a fixed minimum price. The right to fix such a price was sustained recently by the Supreme Court of California.

* * *

One of the few American soda fountains in London, Eng., has built up an immense patronage by serving tea at the usual English afternoon hour with straws. The use of a straw has made a great hit as it is ideal for "sipping."

C. N. E. Exhibitors

Below is a list containing nearly all the firms carrying lines of interest to grocers that will have displays at the Canadian National Exhibition. The building in which each is located will be designated in the official catalogue of the C. N. E.

American Metal Polish Co., W. Somerville, Mass.
Chas. Bond Ltd., England.
Brand & Co., Toronto.
Brantford Motor Truck Co.
Brantford Scales Co., Brantford, Ont.
Borden Milk Co., Montreal.
S. F. Bowser & Co., Toronto.
Canada Sugar Co., Montreal.
Carsons Ltd., England.
Corneille, David, & Co., Toronto.
Cowan Co., Toronto.
Christie, Brown & Co., Toronto.
Crescent Mfg. Co., Seattle, Wash.
Alex. Cairns & Son, Paisley, Scot.
Chisholm Milling Co., Toronto.
Computing Scale Co., Toronto.
Wm. Davies Co., Toronto.
Dalton Bros., Toronto.
F. F. Dalley & Co., Hamilton.
Detroit Automatic Scale Co., Detroit, Mich.
Dominion Soap Co., Hamilton.
Dustbane Mfg. Co., Ottawa.
Dominion Register Co., Toronto.
The A. J. Deer Co. (Inc.), Hornell, N. Y.
T. H. Estabrooks, Toronto.
Eureka Refrigerator Co., Toronto.
J. S. Fry & Son, Toronto.
Foster-Clark Co., England.
W. A. Freeman Co., Ltd., Hamilton.
Gowans, Kent & Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Genesee Pure Food Co., Leroy, N. Y.
Grimm Mfg. Co., Ltd., Montreal.
Gramm Motor Truck Co., Walkerville, Ont.
Gunns, Limited, Toronto.
"Huylers," Toronto.
Holbrooks, Limited, Toronto.
H. J. Heinz & Co., Pittsburgh, Pa.
Hargreaves Bros., Hull, Eng.
John Hillock & Co., Limited, Toronto.
Harris Abattoir Co., Limited.
Ingersoll Packing Co., Ingersoll.
Thos. J. Lipton, London, Eng.; Canadian branch in Toronto.
A. H. Knorreco, Germany.
T. A. Lytle Co., Limited, Toronto.
Walter M. Lowney Co., Montreal.
Litster Pure Food Co., Toronto.
Lever Bros., Ltd., Toronto.
Lea's, Ltd., Simcoe, Ont.
P. C. Larkin & Co., Toronto.
Geo. Mason & Co., London, Eng.
Maclure & Langley, Toronto.
Minto Bros., Toronto.
MacLaren Imperial Cheese Co., Toronto.
Midland Vinegar Works, Birmingham, Eng.
Maples, Ltd., Toronto.
Molassine Co., Ltd., London, Eng.
Meakins & Sons, Hamilton.
National Cash Register Co., Toronto.
North Atlantic Fisheries, Ltd.
Nugget Polish Co., Toronto.
Postum Cereal Co., Battle Creek, Mich.
John B. Paine Co., Limited, Toronto.
Rowat & Co., Glasgow, Scot.
Royal Polishes Co., Montreal.
Snap Co., Ltd., Montreal.
St. Charles Condensing Co., Toronto.
E. D. Smith & Sons, Ltd.
W. Symington & Co., Limited, Toronto.
St. Vincent Arrowroot Growers' Association, St. Vincent, B.W.I.
Soclean Limited, Toronto.
Toledo Computing Scale Co., Toronto.
John Taylor & Co., Toronto.
Harry Webb Co., Limited, Toronto.
Wagstaffe, Limited, Hamilton.

Letters to the Editor

Editor, The Canadian Grocer,

Dear Sir.—The bearish tone of your editorial "Salmon Prospects Not Bright" in your issue of Aug. 8th, is contrary to general impressions here.

Salmon packers on the Fraser River in the Westminster District were, for a time, getting more fish than they could handle and, whether they were compelled to do it or not, they limited their purchases to 200 Sockeyes from each boat. You can get an idea how large some of the hauls were from the fact that boats were selling to the public at Westminster last week three Sockeyes for 25c. Another fact that seems to indicate a big catch is the complaint made by residents along the south shore of English Bay, anent the nuisance caused by decaying salmon on the beach —the surplus catch thrown overboard by fishermen.

As regards the strike, it didn't last two days and was not by any means general.

The combined canneries are paying 15c and the independent packers 20c for each Sockeye.

Yours truly,
W. J. McGOWAN,
Port Mann, B.C., Aug. 13, 1913.

Editorial Note.—At the time the editorial in question appeared the prospects as reported by eastern representatives of B. C. canners were not bright. The strike was on and although it only lasted a short time, it was impossible to predict then how long it would last.

In last week's issue, Aug. 15, it was pointed out the strike was over and enormous catches were being made. Prices, it was also stated, were likely to be lower. Canadian Grocer is never pessimistic. We are careful, however, to always report the markets as they are found. The letter of explanation from Mr. McGowan is much appreciated.

A traveller has called the attention of The Canadian Grocer to a "Leak" which he has run across in his own personal buying experience. In the particular store in question is a biscuit display case showing samples of the different varieties in stock. On one occasion after running his eye over the lot, he inquired for a pound of one of them.

"Sorry," replied the grocer, "but I'm out of that—I haven't had any for a week—they didn't sell extra well."

It may be good business to decline to restock a slow selling line, but it isn't good business to show samples of it when there is none in stock. This is surely a "Leak" because it creates the "lack of confidence" feeling.

MARITIME BOARD OF TRADE REPORT.

The Maritime Board of Trade is holding its annual convention this week in Newcastle, N.B. Canadian Grocer has a special representative present so that next week's issue will contain an exhaustive report dealing with the problems of the business men in the provinces "down by the sea," as expressed and expounded by prominent board members at the convention.

ASSOCIATION NEWS

The following letter has been sent out by the Retail Merchants' Association to manufacturers and wholesalers:

MEMORANDUM.

For the Manufacturing and Wholesale Grocery Trade.

REGARDING CO-OPERATIVE SOCIETY STORES.

From

THE RETAIL MERCHANTS' ASSOCIATION OF CANADA.
GROCERS' SECTION.

21 Richmond Street West, Toronto.

Please sign and return as early as possible.

E. M. Trowern, secretary.

Dear Sir,—We received your letter with the following questions enclosed, and to which we send you our reply:

1st. Do you think that the three branches of the trade, viz.— the manufacturers, the wholesalers and the retailers, should work in harmony to preserve legitimate methods of trade?

Answer:

2nd. Do you know that the co-operative society store system has injured the manufacturing, wholesale and retail trade of England, Scotland, and Europe, and they have been of no advantage to the public, and they are again trying to secure special legislation from the Dominion Government?

Answer:

3rd. Are you in favor of the co-operative society store system of doing business?

Answer:

4th. Do you think that in view of the fact that co-operative society stores are etndeavoring to injure the legitimate retail trade that manufacturers and wholesale grocers should supply co-operative society stores with goods?

Answer:

5th. Are you supplying any co-operative society stores with goods?

Answer:

6th. If so, is it your intention to continue doing so?

Answer:

7th. Do you think it would be unreasonable of the retail trade if they refused to buy from anyone supplying these stores?

Answer:

Firm Name:
Business:
Address:

* * *

The grocers' section of the R.M.A. have decided to hold a convention in Toronto during the Exhibition, on Wednesday, Sept. 3. The Co-operative Society question is one that will be fully discussed on that occasion.

PIONEER GROCER DEAD.

Passing of W. M. Robson, For Forty Years in Business in Lindsay.

Lindsay, Ont., Aug. 20.—There passed away on Friday last at his home here, W. M. Robson, in the grocery business for forty years. It was only a few months ago—to be exact on May 30—when Mr. Robson and his wife celebrated their golden wedding.

He was born in England in the town of Ayton, 78 years ago. From there he went to Lille, France, and thence to Australia at the time of the gold rush. His next move was to Canada where he finally made his home, being married in Bowmanville, Ont., and afterwards coming to Lindsay to enter the grocery business.

W. M. ROBSON, Lindsay, Ont.,
A grocer who died last week after forty years in the business.

Besides groceries, Mr. Robson was interested in matters pertaining to the welfare of his fellow citizens. He was a prominent florist and horticulturist and was a member of the Lindsay council for some years. Until shortly before his death he supervised a garden of five acres.

His son E. E. Robson succeeds him in the grocery business here. F. E. Robson grocery broker, Toronto, is another son. His many old friends in the trade with whom he dealt years ago as well as more recent salesmen will regret greatly his death. It was, however, not unexpected as his health was not of the best during the past 7 or 8 months.

Items from Canadian Grocer of August 25, 1893:—

"A numerous delegation of the grocers of Montreal intend visiting the World's Fair in a body in September. They will travel in their own Pullman and thoroughly enjoy themselves. Among the gentlemen who propose going are N. Quintal, Sr., of Quintal & Sons, A. A. Labrecque, Alf. Labrecque, L. E. Beauchamp, and L. E. Geoffrion, of Chaput Fils & Co."

* * *

"Receipts of butter on the Toronto market during the past week have been more than liberal. For fine dairy tub butter jobbers are paying 16 to 18c and selling at 17 to 19c, and for good store packed, straight and sweet, they are paying 15 and 16c and getting 16 and 17c, while the bakers' butter 15c is, as a rule, the selling and 14c the buying price. There are not many creamery tubs offered and there are not many wanted. Jobbers are paying 20 to 21c and selling ordinarily at ½c advance on these figures. Creamery pound prints are wanted at 22c"

To JOHN HEWITT, Toronto representative Canadian Shredded Wheat Co., born August 28, 1854, at Braceboro, Lincolnshire, England. Mr. Hewitt learned the grocery and dry goods business at Measures Bros., Bourne, Lincolnshire, Eng. He has been seventeen years with The Shredded Wheat Co., prior to which he was six years with the Boston Store, Worcester, Mass., as manager of the carpet department.

The Mexican autumn crop of coffee is 35 per cent. in advance of the spring, and that was unusually large.

Don't forget in times of peace to prepare for war. That's about the only use some of us seem to have for peace.

Starch Prices Advance; Sugar Very Firm

Rise in Corn Carries Starch Up and Corn Syrups May Follow—Many Look for Further Rise in Sugar—Nuts and California Fruits Also on Upward Movement—Cotton Seed Oil Still Soaring.

MARKETS IN BRIEF

QUEBEC.

PRODUCE AND PROVISIONS—

Smoked meats show easier feeling.
Butter slumping on primary markets.
Only new laid eggs sought by dealers.

FISH AND OYSTERS—

Sword fish plentiful. Decline of 2c registered.
Salmon practically off market.
First smoked haddies and kippers arrive on market.

FLOUR AND CEREALS—

Cornmeal and hominy each advance another 20 cents per barrel.
Mill feeds move up $1 all round.
High corn causing firmness in all markets.

FRUIT AND VEGETABLES—

Bananas and California pears take slump.
Blueberry season now reaching its height.
Montreal melons appear.
Potato crop in Quebec excellent.

GENERAL MARKETS—

Starch advances ¼c per lb.
Cotton seed oil moves up to $1.25 and $1.40.
Scaled herrings move up 2½c per box.
Corn syrups expected to advance.
California loose muscatels advance ½ cent.
Shelled walnuts move up 2 cents.

ONTARIO.

PRODUCE AND PROVISIONS—

Prices of ham and bacon advance from ½ to 1 cent.
Pure lard seems likely to advance.
Supplies of hogs still light, with prices firm. Market ready to drop at slightest indication of heavier supply.

FISH AND OYSTERS—

Canadian and U. S. growers arrange for Oct. 20-25 as oyster week. Efforts to secure co-operation of retailers in pushing sales, and hotel men for use on menus. Spawning three or four weeks earlier. Season will open on Sept. 1.

FRUIT AND VEGETABLES—

Good potato crop now assured. Prices much lower.
St. John's peaches in, selling at $1 to $1.10 a basket. Clingstones at 60c.
Tomatoes firm at 40-60 cents.
Huckleberries drop to 8 cents.

FLOUR AND CEREALS—

Advance in all lines of mill feeds of one dollar a ton.
Cornmeal up 15 cents.
Harvesting general in West. Danger of damage from excessive rains and frost.

GENERAL—

Starch up ¼ cent, due to rise in corn.
Sugar very firm. Some expect a second advance.
Walnuts and almonds advance.
Drought injuring Canadian corn crop.

QUEBEC MARKETS.

Montreal, August 19.—Trade continues exceptionally satisfactory from all standpoints. In the West conditions are reported by some firms as picking up, and all express opinion that wheat crop, which is now being successfully harvested, will have an elevating influence on financial market.

In view of fact that deliveries have been somewhat held up, and this only summer, jobbers advise that retailers anticipate their wants and make all orders to read for unbroken packages. This will give better opportunity for the jobber to rush through orders, and thus improve conditions generally.

STARCH.—Owing directly to high prices on corn following shortage of United States crop, prices on starch, both laundry and corn, have this week advanced ¼ cent. This has been anticipated for some time, and some jobbers have been fortunate enough to cover themselves with a few extra cars.

COTTON SEED OIL.—Again cotton seed oil has registered an advance, this time moving up to $1.25 and $1.40 per gallon. Shortage in stocks on hand is given as cause for these advances. Oil of new crop will not reach here much before November, so that high prices are likely to rule until that time. New crop of cotton is said to be good.

HERRINGS.—An advance of 2½c to 15c per box has this week been registered in price of scaled herrings.

SUGAR.—Following abnormal demand as result of recent advance in price, there has been somewhat of a lull in ordering, but refiners are by no means slack, and in many cases are still sending out goods at old rate on account of being so far behind with shipments. On primary sources market appears to have broken. The height of $3.79 was reached on raws during past week, but yesterday price got as far down as $3.70, and to-day was quoted at $3.73. Dealers anticipate firm prices on sugar until time when domestic beet in States begins to come on market in quantities, which will be about middle of September. In anticipation of proposed tariff changes they figure that both domestic beet and domestic cane will have to be cast on market much quicker than in former years, and that depression will be result.

There is the European beet crop also to figure on. To date reports are favorable, so that in one importer's words, "We look for a firm market until the middle of September; then if conditions turn out as we expect we'll see some fireworks."

Extra Granulated Sugars -	Per 100 lbs.
100 lb. bags	4 40
20 lb. bags	4 50
2 and 5 lb. cartons	4 70
Second grade, in 100 lb. bags	4 25
Extra Ground Sugars—	
Barrels	4 80
50 lb. boxes	5 00
20 lb. boxes	5 20
Powdered Sugars—	
Barrels	4 60
50 lb. boxes	4 80
25 lb. boxes	5 00
Paris Lumps—	
100 lb. boxes	5 15
50 lb. boxes	5 35
25 lb. boxes	5 45
Crystal Diamonds—	
Barrels	5 20
100 lb. boxes	5 35
50 lb. boxes	5 45
5 lb. cartons	6 30
Crystal Dominoes, cartons	7 10
Yellow Sugars—	
No. 3	4 45
No. 2	4 45
No. 1	4 05

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

SYRUP AND MOLASSES.—Rather a better feeling prevails on primary molasses market this week. Demoralization of last week was but temporary, and has now been righted to extent that no stocks are being pressed on market in order to avoid storage. Conditions should be totally righted shortly.

Locally molasses are being firmly maintained, and in view of present light stocks and necessary heavy ordering in future, there seems little possibility of any other situation.

In view of shortage in corn crop in States, and extremely high prices now prevailing, it is only natural to expect that corn syrups should take an advance. Starches have already set an example, and while it does not follow that syrups must go up, dealers are rather inclined to look for such a move.

Barbados Molasses—	Prices for Island of Montreal. Extra Fancy.	Fancy.	Choice
Puncheons	.44	.41	.39
Barrels	.47	.44	.42
Half Barrels	.49	.46	.44

For outside territories prices range about 2 cents lower per gallon than for delivery, Island of Montreal.

Carload lots of 20 puncheons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb. .03¼; ½ bbls. .03½; ¼ bbls. .03¾	
Pails, 38½ lbs. 1.75; 25 lbs.	1.25
Cases, 2 lb. tins, 2 doz. in case	2 40
Cases, 5 lb. tins, 1 doz. in case	2 75
Cases, 10 lb. tins, ½ doz. in case	2 65
Cases, 20 lb. tins, ¼ doz. in case	2 60
Maple Syrups—	
Pure, per 8½ lb. tin	0.75
Pure, in 15 gal. kegs, 8c. per lb., or per gal	1.00
Maple Sugar, pure, per lb.	0 10 0 11

DRIED FRUITS.—California loose Muscatels, 3-crown, have this week moved up ½ cent to 7 cents. Feature of market is good demand for raisins of all kinds. Currants, however, are inclined to be not quite so buoyant.

Apples are continually moving up, finest stock now running as high as 9c on United States markets.

EVAPORATED FRUITS.	Per lb.
Apples, 50-lb. boxes	0 07½ 0 08
Nectarines, choice	0 11
Peaches, choice	0 09¾
Pears, choice	0 12½
DRIED FRUITS.	
Candied Peels—	
Citron	0 17
Lemon	0 11
Orange	0 12
Currants—	
Amalias, loose	0 07
Amalias, 1-lb. pkgs.	0 07½ 0 08½
Filiatras, fine, loose	0 06½ 0 07

Dates—		
Dromedary, package stock, per pkg..	....	0 10
Fards, choicest	....	0 11
Hallowee, loose	....	0 05
Hallowee, 1-lb. pkgs.	....	0 06½
Figs—		
Finest, 6 crown, about 12 pounds....	....	0 15
Same fruit, 5 and 4 crown, 1 and 2 cents less.		
Prunes—		
40 to 50, in 25-lb. boxes	....	0 13
50 to 60, in 25-lb. boxes	....	0 12
60 to 70, in 25-lb. boxes	....	0 11
70 to 80, in 25-lb. boxes	....	0 07½
80 to 90, in 25-lb. boxes	....	0 07
Raisins—		
Malaga table, box of 22 lbs., according to quality	2 50	5 25
Muscatels, loose, 3 crown, lb.	....	0 07
Sultana, loose	....	0 10
Sultana, 1 lb. pkgs.	....	0 11
Valencias, old stock	....	0 04
Seeded, fancy	....	0 08½
Seeded, choice	....	0 08

Prices quoted on all lines of fruits liable to be shaded for quantities, according to the state of the market.

TEAS.—Market continues to hold firm on all sides, with little prospect of any easier prices.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 18	0 25
Common	0 15	0 18
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
Garden grown	0 75	1 00
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Spanish No. 1	....	0 12¼
Virginia No. 1	....	0 13¼
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey, gunpowder, pinhead	0 30	0 50

COFFEE.—At primary sources coffee continues to hold steady, with little sign of any movement in immediate future. Locally prices are being firmly maintained.

Coffee, Roasted—	Per lb.	
Jamaica	0 21½	0 23½
Java	0 29	0 33
Maracaibo	0 21	0 23
Mexican	0 25	0 28
Mocha	0 28	0 29
Rio	0 19½	0 21½
Santos	0 20½	0 23

SPICES.—Feature of primary market is strength of peppers. For these there is a heavy demand, but with little disposition on part of trade to stock heavily until tariff question is settled and results to follow made visible. In meantime prices are advancing on primary market, but so far continue at last week's level locally.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	0 10	0 13—0 15
Allspice, whole	.....	0 12—0 15
Cinnamon, whole	.....	0 20—0 25
Cinnamon, ground	0 17—0 18	0 20—0 25
Cinnamon, Batavia	.....	0 25—0 35
Cloves, whole	.....	0 28—0 30
Cloves, ground	0 18—0 23	0 28—0 30
Cream of tartar	0 18—0 21	0 27—0 30
Ginger, Cochin	0 12—0 15	0 18—0 21
Ginger, Jamaica, ground..	0 15—0 18	0 22—0 25
Ginger, Jamaica, whole....	.....	0 22—0 25
Ginger, African, ground....	.....	....—0 16
Mace	.....	0 75—1 00
Nutmegs, brown, 64s, 50c; 80s, 40c; 100s	.....	....—0 35
Nutmegs, ground, bulk, 40c; 1 lb. tins	.....	....—0 50
Pastry spice	.....	....—0 25
Peppers, black, ground.....	0 10—0 14	0 17—0 20
Peppers, black, whole.....	.....	0 18—0 20
Peppers, white, ground....	0 15—0 23	0 27—0 30
Peppers, white, whole ...	.....	0 26—0 28

Seeds—	Per lb.	
Canary	0 10	0 12
Caraway, Canadian	....	0 10
Caraway, Dutch	....	0 14
Cardamon	1 25	1 50
Celery	0 40	0 50
Hemp	0 05½	0 06
Rape	0 07	0 07½

RICE AND TAPIOCA.—Patna rices continue firm on primary sources, but with no marked advance. Rangoons hold unchanged. Tapioca continues cheap at prices given below.

Rangoon Rice—	Per cwt.	
"B," bags 50, 100 and 250 lbs.	3 15	
"B," pockets, 25 lbs.	3 25	
"B," pockets 12½ lbs.	3 35	
"C.C.," bags 50, 100 and 250 lbs.	3 05	
"C.C.," pockets 25 lbs.	3 15	
"C.C.," pockets 12½ lbs.	3 25	
India bright	3 30	
Lustre	3 40	
Fancy Rices—	**Per cwt.**	
Polished Patna	4 40	
Pearl Patna	4 60	
Imperial Glace	4 90	
Sparkle	5 10	
Snow, Japan	5 30	
Ice drips, Japan	5 45	
Crystal, Japan	5 10	
Carolina head	7 10	
Imported Patna—	**Per lb.**	
Bags, 224 lbs.	0 05⅛	0 05⅜
Half bags, 112 lbs.	0 05¼	0 05½
Quarter bags, 56 lbs.	0 05⅜	0 05⅝
Velvet head Carolina	0 09	0 10
Sago, brown	0 05½	0 06
Tapioca—	**Per lb.**	
Singapore, medium pearl	0 05	0 06
Singapore, seed	0 05	0 07
Penang	0 04½	0 05

NUTS.—Shelled walnuts have this week advanced 2c to 31c and 33c. Crops in France look poor, and as result of scarcity prices keep soaring. Normal price runs about 25c per lb. for good quality.

Shelled almonds are also strong at primary sources, and will remain so for first boat, but will likely ease off for second steamer.

In shell—	Per lb.	
Almonds	....	0 17
Brazils	0 20	0 21
Filberts	0 13	0 14
Peanuts, American, according to qual.	0 08¾	0 11¾
Peanuts, French	....	0 09
Pecans, polished, large	0 18	0 19
Walnuts, marbots	0 15	0 16
Shelled—		
Almonds, Tarragona, soft,	0 15½	0 17½
Almonds	0 33	0 34
Almonds, Valencia	0 37½	0 39
Peanuts	0 08	0 09
Walnuts	0 31	0 33

ONTARIO.

Toronto, August 20.—With the busy traveller back on his rounds the shipping departments of the wholesalers picked up this week although the "mail order" business from outside points the last couple of weeks was reported good. The advent of Toronto Exhibition which will be on for the next two weeks makes an appreciable difference in travelers' orders, as a large number of grocers in the Province attend. Most of the wholesale men are inclined to take a bright view of fall prospects.

The market is presenting a single feature regularly now each week. A fortnight ago it was sugar up 10 cents; one week ago brooms were the main offenders, and this week the prominence has shifted to starch.

The Canada Starch Co., announces the following advances of ¼ cent. a lb.:

Laundry Starches.	per lb.
Canada Laundry Starch	5¾
Canada White Gloss, 1 lb. pek...	6¼
No. 1, white or blue, 4 lb. cartons	6¾
No. 1, white or blue, 3 lb. cartons	6¾
Kegs, No. 1 White Starch	6¼
Bbls.	6¼
Edwardsburg silver gloss, 1 lb. chromo packages	7½

Culinary Starch.	
Canada Pure Corn Starch, 40 lb. boxes	5½

20 lb. boxes ¼c higher.

Challenge Prepared Corn, 1 lb. packets	5½

The only cause assigned for the higher prices, and one that has been looked for for some time, is the rapid and material advance in the price of corn, which is now fully 35 per cent. higher than a couple of months ago. Whether this is the first of a series of increases, the manufacturers do not say.

SUGAR.—Prices continue firm this week and the eyes of brokers are turned towards the raw markets. Cuban raws are almost over for this season and the United States, heretofore protected by a preference with Cuba, is now forced into world markets, with the natural result of an increased demand. Advices from New York state that the raw market there is strong and that an advance is anticipated. If this is considerable the results upon the refined prices can hardly be underestimated. Many brokers are urging liberal buying at present rates.

A government report just issued states that the United States continues to be the heaviest consumer of sugar in the world, close to 8,000,000,000 lbs. Of this half is imported from foreign countries, one-quarter comes from Island possessions and one-quarter from home. India stands second with six billions; England, 3¾; Russia, 3, and Germany, 2¾ billions. Of the sugar manufactured in the United States only 1-3 is cane, and the rest from beets.

The U. S. Senate has expressed itself favorably to free sugar by 1916.

Canadian prices are unchanged.

Extra Granulated Sugars—	Per 100 lbs
100 lb. bags	4 50
20 lb. bags	4 60
2 and 5 lb. cartons	4 80
Second grade, in 100 lb. bags	4 35
Extra Ground Sugars—	
Barrels	4 90
50 lb. boxes	5 10
25 lb. boxes	5 30
Powdered Sugars—	
Barrels	4 70
50 lb. boxes	4 90
25 lb. boxes	5 10
Paris Lumps—	
100 lb. boxes	5 25
50 lb. boxes	5 35
25 lb. boxes	5 55
Crystal Diamonds—	
Barrels	5 30
100 lb. boxes	5 25
50 lb. boxes	5 35
5 lb. cartons	6 40
Crystal Dominoes, cartons	7 20
Yellow Sugars—	
No. 3	4 55
No. 2	4 45
No. 1	4 15

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

MOLASSES AND SYRUPS.—These are in their ordinary dull mid-summer condition. The only interest awakened is the chance of corn syrups advancing with the "raw" product. So far no intimation, however, of this has been given.

A local wholesale firm, has sent out the following notice to its travelers: "Starch up ¼ cent. No advance in

price of syrup. Advise booking orders for same; quite likely some advance.''

Syrups—		Per case.
2 lb. tins, 2 doz. in case	....	2 40
5 lb. tins, 1 doz. in case	....	2 75
10 lb. tins, ½ doz. in case	....	2 65
20 lb. tins, ¼ doz. in case	....	2 60
Barrels, per lb.	....	0 03¼
Half barrels, lb.	....	0 03½
Quarter barrels, lb.	....	0 03¾
Pails, 38½ lbs. each		**1 75**
Pails, 25 lbs. each		**1 25**
Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	**0 29**	**0 31**
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50
Maple Syrup—Compound—		
Gallons, 6 to case		4 80
½ gals., 12 to case		5 40
¼ gals., 24 to case	4 80	5 40
Pints, 24 to case	2 70	3 00
Maple Syrup—Pure—		
5 gallon cans, 1 to case	....	1 25
Gallons, 6 to case	6 60	8 00
½ gallons, 12 to case		7 25
Quarts, 24 to case	7 25	8 40
Pints, 24 to case	....	4 70
Maple Sugar—		
Pure, per lb.	0 14	0 15
Maple Cream Sugar—		
24 twin bars	....	1 80
40 and 48 twin bars	....	3 00
Maple butter, lb. tins, dozen	....	1 90

NUTS.—The whole trend of the market is upwards. Shelled almonds, for instance, are opening 10 cents a lb. higher than last year and nothing can be secured under 40 cents. ''New nut prices are not named,'' says one importer, ''but they will be a great deal above 1912.'' Shelled walnuts are also up 1 cent.

In shell—		Per lb.
Almonds, Formigetta	0 15	0 16
Almonds, Tarragona	....	0 17
Brazils	....	0 15
Filberts, Sicily	....	0 12½
Filberts, Barcelona	....	0 09½
Peanuts, green, per lb.	0 10	0 10½
Peanuts, roasted	0 12	0 14
Pecans	0 18	0 20
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Grenoble	0 16	0 16½
Walnuts, Marbots	0 14	0 15
Walnuts, Cornes	0 13	0 14
Shelled—		
Almonds	0 40	0 41
Filberts	....	0 27
Peanuts	0 09	0 10
Pecans	....	0 75
Walnuts	0 32	0 35

SPICES.—With the exception of firmer prices in peppers, the market is unchanged. The demand for pickling is now good and steadily increasing.

	5 and 10 lb. Tins.	¼ lb. pkgs. doz.	¼ lb. tins. doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—36	1 08—0 95	..—1 08
Cream tartar	30—32	.....	.....
Curry powder	..—35	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	19—22	67—0 75	80—0 90
Peppers, white	27—29	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Cardamon seed, per lb., in bulk	1 80	2 25
Carroway, per lb.	....	0 10
Cinnamon, Ceylon, per lb.	....	0 50
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 60	0 70
Shredded cocoanut, in pails	0 18	0 20

DRIED FRUITS.—Every indication from the new crops is that prices in Californian fruits will be higher. New prunes show an advance, and the few old ones on the market are also up. Valencia raisins, contrary to earlier reports, are up one shilling.

Currants are firmer this week, and Patras are up slightly owing to very unfavorable weather, rain falling at the critical time. As a result the market is advancing. Apples and apricots are firm.

Apples, evaporated, per lb.	0 07½	0 08
Apricots—		
Standard, 25 lb. boxes	0 15	0 17
Choice, 25-lb. boxes	0 17	0 19
Fancy	0 20	0 22
Candied Peels—		
Lemon	....	0 12½
Orange	....	0 13
Citron	....	0 18
Currants—		
Filiatras, per lb.	....	0 07
Amalas, choicest, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Vostizzas, choice	....	0 10
Vostizzas, shade dried,	0 10½	0 11
Cleaned, ¼ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½
Figs—		
Natural figs, in bags, lb.	0 05	0 07
Comadre figs, in taps, per lb.	0 04	0 04½
Eleme figs, in boxes, according to size, lb.	0 10	0 15
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, old stock	0 08	0 08½
Seeded, fancy, 1 lb. packets	....	0 09
Seeded, chiice, 1 lb. packets	....	0 08

COFFEES.—The market is unchanged, although firmer. The new crop of Santos is 1c a lb. higher, and Mexican coffees are very firm.

Coffee, Roasted—		
Bogotas	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 35
Maricaibo	0 25	0 26
Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 18	0 20
Santos	0 21	0 23
Chicory, per lb.	0 10	0 12

TEAS.—Fine teas show a tendency to a little higher level, while common teas remain steady.

CANNED GOODS.

Montreal, August 19.—Shipment on early vegetables and fruits ordered ahead is now being made. For new business demand might be better, but is giving no cause for complaint.

On salmon, prices are being witheld by packers. This dealers claim is a wise move, as it allows of old stock, which this year is heavier than usual on account of last year's high prices being worked off before market becomes demoralized. At present orders are coming in for 2 or 5 cases at a time, and so long as new prices are held back everything appears satisfactory.

VEGETABLES.

	Group A, per doz.
2's Asparagus Tips	2 27½
2's Asparagus Butts	1 42½
2's Beets, Sliced, Blood Red, Simcoe	0 97½
2's Beets, whole, Blood Red, Simcoe	0 97½
2's Beets, Whole, Blood Red, Rosebud	1 27½
3's Beets, Sliced, Blood Red, Simcoe	1 32½
3's Beets, Whole, Blood Red, Simcoe	1 37½
3's Beets, Whole, Blood Red, Rosebud	1 52½
3's Cabbage	0 97½
2's Carrots	0 97½
3's Carrots	1 27½
2's Peas, Standard, sieve 4	0 82½
2's Peas, Early Junes, sieve 3	0 85
2's Peas, Sweet Wrinkles, sieve 2	0 87½
2's Peas, Extra Fine Sifted, sieve 1	1 27½
Gals. Peas, Standards	4 02½
Gal. Peas, Early Junes	4 12½
Gal. Peas, Sweet Wrinkles	4 27½
2's Spinach	1 27½
3's Spinach	1 77½
Gals. Spinach	5 30

(Group B is 2½c. doz less in each case.)

FRUITS.

2's Black Cherries, pitted H.S.	1 92½
2's Black Cherries, not pitted H. S.	1 52½
2's Red, Ptd, Cherries, H.S.	1 92½
2's Not ptd., Red Cherries, H.S.	1 52½
Gals., Ptd., Cherries	8 52½
Gals. Not Ptd, Cherries	8 02½
2's Cherries, White Ptd., H.S.	1 92½
2's Cherries, White, Not Ptd., H.S.	1 52½
2's Black Currants, H.S.	1 92½
2's Preserved, Black Currants	2 27½
Gals. Black Currants, Standard	5 27½
Gals. Black Currants, Solid Pack	8 27½
2's Red Currants, H.S.	1 92½
2's Red Preserved Currants	2 27½
Gal. Red Currants, Standard	5 27½
Gals. Red Currants, solid pack	8 27½
2's Gooseberries, H.S.	1 77½
2's Gooseberries, Preserved	2 02½
Gals. Gooseberries, Standard	7 02½
Gals. Gooseberries, solid pack	8 77½
2's Pineapple, sliced, H.S. White Bahama	1 92½
2's Pineapple, grated, H.S. White Bahama	1 47½
2's Pineapple, whole, H.S., White Bahama	1 92½
3's Pineapple, whole, H.S. White Bahama	2 47½
2's Rhubarb, Preserved	1 52½
3's Rhubarb, Preserved	2 27½
Gals. Rhubarb Standard	3 52½
2's Strawberries, H.S.	1 92½
2's Strawberries, Preserved	2 27½
Gals. Strawberries, standard	7 52½
Gals. Strawberries, solid pack	9 77½

(Group B is 2½c doz. less in each case.)

TORONTO, Aug. 21.—No inkling has been given yet as to salmon prices by the B. C. packers. The run is about half over and is reported fair. Telegraphic reports indicate an abnormal run in some rivers.

The prices on canned beans are expected next week. The crop is very short owing to the drought and little, if any, drop in last year's prices are looked for.

The estimates of two weeks ago as to corn and tomatoes have had to be reduced owing to lack of rain and excessive heat. Western Ontario is in better shape than the East, where Prince Edward County seems to have suffered most.

MANITOBA MARKETS.

Winnipeg, Aug. 21—Harvest may now be said to be general in Manitoba and a start is being made at several points in Saskatchewan and Alberta. Heavy rains and some hail did some damage at the end of last week but in the aggregate it did not amount to much and at the time of writing conditions may be considered ideal.

Wholesale grocers report a steadily increasing volume of business and the output to-day compares favorably with that of last year. Country merchants are beginning to carry heavier stocks to meet the greatly increased consumption in connection with harvest and threshing.

Prices on all staples are steady the only change of note being a reduction of ⅞ cents per lb. on tapioca.

Collections are fair but the conservative policy pursued on all hands during the past six months has kept credits down and the West faces the opening of the new crop year burdened with little debt.

SUGAR.—There is no change since the advance announced recently although there is an opinion in the trade that a further bulge in prices may be expected. The consumptive demand is at present heavy.

Extra standard granulated, per bbl.	5 00
Montreal yellow, per bbl.	4 55
B.C. yellow, per barrel	4 55
Icing sugar, per barrel	5 55
Powdered, per barrel	5 35
Lumps, hard, per barrel	5 85

Sugar in sacks, 5c less.

SYRUPS.—Corn prices are extremely high and corn products are almost sure to go up sooner or later in sympathy with the price of the raw material.

Corn Syrups—	
2 lb. tins, per case	2 28
8 lb. tins, per case	2 63

10 lb. tins, per case	....	2 51
20 lb. tins, per case	....	2 62
Barrels, per 100 lbs.	....	3 82
Molasses, New Orleans, gal.	0 33	0 35
Molasses, Barbados, gal.	0 45	0 50
Maple syrup, quarts, per case	....	6 20
Maple syrup, ½ gals.	....	5 85

DRIED FRUITS—With a market well supplied with green fruits at reasonable figure, there is no very active demand for dried fruits. Prices are steady.

	Per lb.	
Prunes—		
Prunes, 80 to 90, 25 lbs.	....	0 06
Prunes, 90 to 100, 25 lbs.	....	0 05¼
Prunes, 70 to 80, 25 lbs.	....	0 06½
Prunes, 60 to 70, 25 lbs.	....	0 07½
Prunes, 50 to 60, 25 lbs.	....	0 08¼
Prunes, 40 to 50, 25 lbs.	....	0 10¼
Apricots—		
Choice	....	0 15½
Standard	....	0 13½
Slab	....	0 11½
Nectarines	....	0 11½
Cooking Figs—		
Choice boxes	....	0 06¼
Half boxes	....	0 06½
Half bags	....	0 05¼
Valencia Raisins—		
Fine, f.o.s., 28s, s.p., per box	....	2 75
Fine, selected, 28s, s.p., per box	....	2 70
4-crown layers, 22s, s.p., per box	....	2 65
4-crown layers, 17s, s.p., per box	....	1 35
4-crown layers, 17s, s.p., per box	....	0 75
Ne plus ultra, 82s, s.p., per box	....	2 20
Sultanas—		
California	....	0 09¾
Smyrnas	0 14	0 14
Currants—		
Dry clean, per lb.	....	0 07½
Washed, per lb.	....	0 07¾
1-lb. package	....	0 08¾
2-lb. package	....	0 17¾

COFFEE.—The New York coffee market is described as reactionary. There is no doubt it has been nervous and fluctuations have been wide with a general tendency for prices to advance.

Coffee—		
Green Rio, No. 5	....	0 14¾
Roasted Rio	....	0 20
Green Santos	....	0 15¾
Roasted Santos	....	0 21
Chicory	....	0 11¼
Teas—		
China blacks, choice	0 25	0 40
Japans, May picking	0 35	0 50
Japans, choice	0 35	0 45

NUTS.—There is nothing new to report here as regards nut trade. There is a steady if not very brisk demand with prices unchanged.

Brazil	0 18	0 19
Tarragona almonds	....	0 16¼
Peanuts, roasted, Jumbos	....	0 13
Peanuts, choice	....	0 11
Pecans	....	0 22
Marbot walnuts	....	0 13½
Grenoble walnuts	....	0 16
Sicily filberts	....	0 11½
Shelled almonds	....	0 38
Shelled walnuts	....	0 31

GREEN FRUITS.—There is an excellent demand for all lines of green fruits and vegetables and the market is well supplied with all lines. New Iowa and some Ontario apples are now on the market. Washington peaches and plums will be on the market this week.

New potatoes, bushel	....	0 90
Cocoanuts, doz.	....	1 25
Washington peach plums	....	1 50
Washington apricots	....	1 65
Blackberries, crate	....	5 00
Bananas, per bunch	2 50	3 50
Californian lemons, crate	....	10 00
Messina lemons	....	7 50
Valencia oranges	6 50	7 00
Watermelons, dozen	....	6 00
Evaporated Cranberries	....	3 50
California plums, crate	....	2 75
California peaches, crate	....	1 90
Imported honey, box	....	5 50
California Bartlett pears	....	4 00
California cantaloupes	....	6 00
Ontario tomatoes, basket	....	1 50
Blueberries, basket	....	1 50
California tomatoes, per case	....	1 50
Manitoba new potatoes, basket	....	1 00
Apples, bbl.	5 00	6 00
Box apples	....	2 75

FLOUR AND CEREALS.—Stocks of flour are generally considered to be low at country points and a better demand is looked for. Export business is quiet.

Best Patents, bbl.	....	5 60
Seconds	....	5 10
First Clears	....	4 20
Low grade	2 90	3 10
Jute bags 10 cents less.		
Cornmeal, 98 lbs.	....	1 95
Rolled Oats, 80 lbs.	....	1 65
Wheat granules, bale, 16.60	....	3 25
Granulated Oatmeal, 98 lbs.	....	2 15

NEW BRUNSWICK MARKETS.

By Wire

St. John, Aug. 20.—Markets show little change. The weather is fine and helpful to business. Collections are rather poor. They have been fair but last week showed some discouraging returns. The mill strike about St. John is affecting business still. No change is now expected in Manitoba flour until September when they expect cheaper flour. Cornmeal is higher.

Rolled oats are firmer. Cheese is higher, but buying light as prices are considered too high. Eggs have advanced from 4 to 8 cents and are scarce, owing to haying. Cheese is up ¼ to ½ cent; cornmeal granulated, up 25 cents and bags 15 cents. Dairy butter has advanced one cent and creamery the same.

Bacon, roll	0 16	0 16½
Bacon, breakfast	0 20	0 22
Beans, Austrian, bushel	2 30	2 65
Beans, yellow eye, bushel	3 75	3 80
Butter, dairy, per lb.	....	0 25
Butter, creamery, per lb.	0 26	0 28
Buckwheat, W., grey, bag	2 75	2 85
Cheese, new, lb.	0 14	0 14½
Currants, 1's, lb.	0 07¾	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	1 02½	1 05
Corn, doz.	0 97½	1 00
Peas, No. 4	0 85	0 90
Peas, No. 3	0 87½	0 90
Peas, No. 2	0 90	0 95
Peas, No. 1	1 30	1 35
Peaches, 2's, doz	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	1 97½	2 00
Strawberries	1 97½	2 00
Tomatoes	1 65	1 70
Cornmeal, gran.	....	5 25
Cornmeal, bags	....	1 75
Cornmeal, bbls.	....	3 65
Eggs, hennery	0 28	0 34
Flour, Manitoba	....	6 45
Flour, Ontario	....	5 70
Lard, compound, lb.	....	0 11¾
Lard, pure, lb.	0 16	0 16½
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 38	0 39
Oatmeal, rolled	....	5 25
Oatmeal, std.	....	5 80
Pork, domestic mess	....	29 00
Backs, American clear, bbl.	25 00	27 50
Potatoes, barrel, new	2 00	2 25
Raisins, California, seeded	0 08	0 09
Rice, per cwt.	3 60	3 70
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	....	4 60
United Empire	....	4 50
Bright yellow	....	4 40
No. 1 yellow	....	4 10
Paris lumps	....	5 50

NOVA SCOTIA MARKETS.

Halifax, Aug. 20.—(By wire.) — Feature of week in local grocery markets is sharp advance in California raisins. Stocks are light. Choice seeded have been advanced from 7 to 8½ cents and fancy seeded from 8 to 9 cents. Sugars are steady. Extra standard is $4.60, United Empire $4.50, and bright yellow $4.40. Demand for fruit is good and imports of American stock are heavy. Prices for hams and bacon continue firm. New potatoes are one dollar per bushel. Oranges are in better supply but prices remain high. There is better demand for flour and rolled oats.

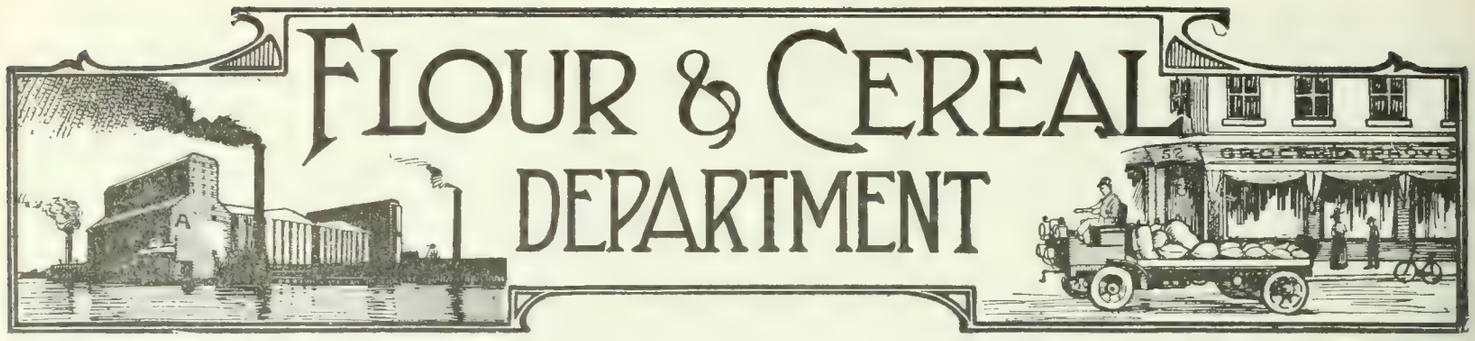
DEATH OF F. F. DALLEY.

The recent death of Fenner Frederick Dalley, president of The F. F. Dalley Co., Limited, Hamilton, has removed one of the best known men in the grocery business in Ontario. Mr. Dalley was a resident of Hamilton all his life. He was a son of the late Edwin Dalley, who was in business in that city for a number of years. The son spent some time in his father's store, where a specialty was made of grocers' sundries. In time Mr. Dalley took over the business, and soon decided to go into manufacturing. In a few years it was necessary to establish an American branch in Buffalo, N.Y., and to-day the firm does business in all quarters of the globe.

The late F. F. Dalley, who was president of The F. F. Dalley Co., Limited, Hamilton.

In the earlier stages of his business Mr. Dalley travelled throughout Ontario, when the comforts of travelling were not what they are to-day. Many of the older merchants still in business will remember calls made upon them by Mr. Dalley. In this field as in his social life in Hamilton he made hosts of friends. The late Mr. Dalley took a deep interest in educational affairs, and was for 16 years a member of the Board of Education, and acted one year as chairman. He also belonged to the Board of License Commissioners and Cemetery Board, on both of which he rendered valuable service.

A wife, two sons, Fred Fenner and J. Norman Dalley, and one daughter, Mrs. P. H. Douglas, all of Hamilton, are left to mourn his loss.



All Mill Feeds Advance One Dollar a Ton

Due to Firmness in Wheat and Export Demand for Mill Feeds—Cornmeal Also Up 10 Cents in Montreal and 15 Cents in Toronto Corner in September Corn Rumored—Good Demand for Flour.

Advances in cornmeal and in all lines of mill feeds are the features of the markets this week. Some dealers were content to raise quotations on cornmeal from $1.95 to $2.00, but on Wednesday morning a leading firm in Toronto announced their prices at $2.10 to $2.25, an advance of 15c a bag in a week, and 25c in the last three weeks. Steady advance in corn is assigned as reason. One dealer in illustration of this remarked that a couple of months ago he had been urged to buy September corn, which was quoted then around 56. To-day it is 75½, he added regretfully, as a fortune on paper seemed to disappear.

Some of the Toronto millers are inclined to credit a Chicago rumor that the famous wheat corner man, Patton, has engineered a corner in September corn, which might account for the daily inflations more than the crop reports, which do not fluctuate to anything like degree that the changing market would infer.

These crop estimates agree that the corn crop will be about 300,000,000 bushels below 1st of August estimate.

Harvesting is in full swing in the West, and the only disquieting reports this week are of heavy rains pretty generally throughout the West and threatened frosts in the vicinity of Calgary. The rains have delayed cutting in many districts. The estimates of the wheat crop vary from 175,000,000 to 205,000,000 bushels. The old difficulty is being experienced in securing skilled harvesting hands.

Wheat at Winnipeg and Chicago showed a slight advance daily up to Monday night, but on Tuesday of this week the grain markets at both centres were lower all around. In Chicago, in spite of some anxiety over reports of excessive rain in the Canadian West, and an advance of ¼d in Liverpool, wheat sagged in sympathy with corn. In Winnipeg the unfavorable weather reports drew wheat up ⅛ on opening, but the drop in corn on American markets caused wheat to close 5/8c to ¾c lower.

MONTREAL.

FLOUR.—During past week there has been good demand over cable for flour, with fair amount of business resulting. Importers have at last come up to the ideas of exporters. Recognizing that prices are still to be firmly maintained here, and that they must have the flour, they have come to consider price as something rather of secondary consideration. Locally also business has been picking up, so that all around better satisfaction is expressed. With shortage in corn crop, and resulting firmness in prices, both wheat and oats are continuing to hold high in sympathy.

	Car lots, per bbl.	in bags, per bbl.
Manitoba Wheat Flour—		
First patents	5 60	5 75
Second patents	5 10	5 45
Strong bakers'	4 90	5 25
Flour in cotton sacks, 10 cents per barrel more.		
Winter Wheat Flour—		
Fancy patents	5 00	5 20
90 per cent.	....	5 10
Straight roller	....	4 90
Blended flour	5 00	5 40

CEREALS.—Cornmeal up another 20 cents per barrel, or 10 cents per sack, and hominy up another 20 cents per sack, are the two changes registered during past week.

Corn is steadily creeping upward, so that to-day cash corn is up about 12 or 15 cents per bushel over prices quoted month ago. The whole explanation consists in a shortage in the United States crop of from 300,000,000 to 400,000,000 bushels. Corn in turn is keeping up prices on wheat and oats, and thus causing greater firmness in flour and rolled oat markets. Should this high corn continue, millers claim that they will import corn from Argentine, where a good crop has been harvested.

	Per 98-lb. sack
Cornmeal—	
Kiln dried	2 30
Softer grades	2 20
Rolled Oats—	98s, in jute.
Small lots	2 35
25 bags or more	2 25
Rolled oats in cotton sacks, 5 cents more.	
Oatmeal—Fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.	
Rolled wheat—	100-lb. bbls.
Small lots	2 85
Hominy, per 98 lb. sack	2 50

MILL FEEDS.—One dollar all round is the extent of the advance on mill feeds during past week. This has been expected and predicted by millers for some time, and considering firmness in wheat, which for long time now has been prevailing, this advance is not at all to be wondered at. At present there is a heavy demand for bran from the New England States for export. Inquiries have been made at high prices, but so short is supply locally that millers state they have no bran to sell for export at any price. Under such conditions there would appear no possibility of a decline, but rather good prospects for even higher prices.

Mill Feeds—	Car lots, per ton
Bran	19 00
Bran	20 00
Shorts	22 00
Middlings	24 00
Wheat moulee	26 00
Feed flour	32 00

TORONTO.

FLOUR.—The market shows no changes this week, with a demand slightly heavier. Ontario farmers are holding off in most cases for higher prices.

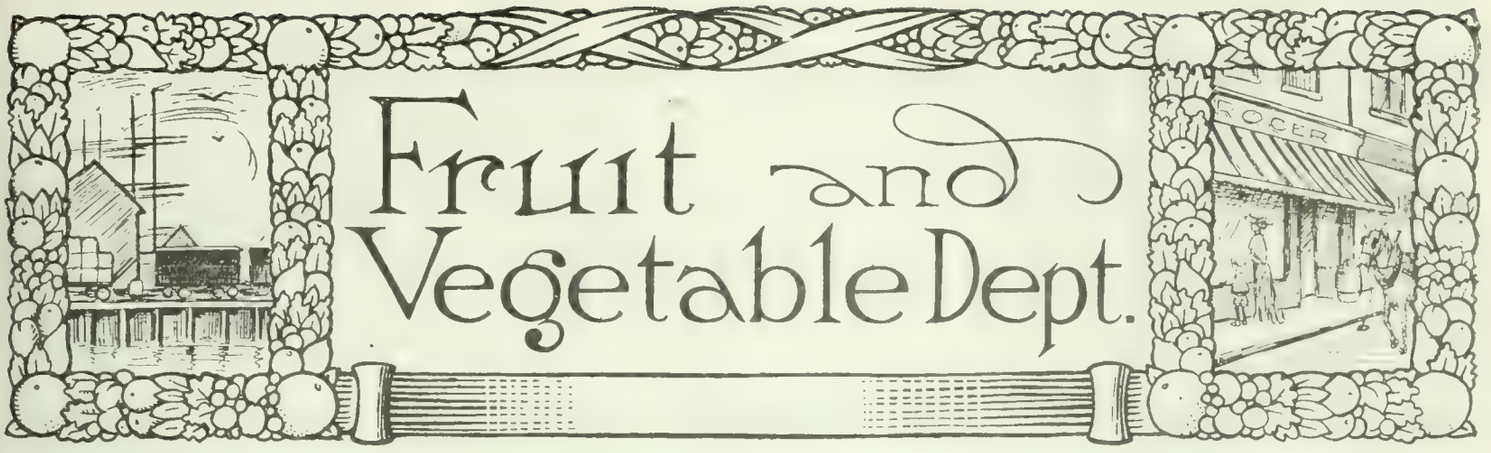
	Small lots, per bbl.	in bags, per bbl.
Manitoba Wheat Flour—		
First patent	....	5 50
Second patent	....	5 00
Strong bakers'	....	4 80
Flour in cotton sacks, 10c per bbl. more.		
Winter Wheat Flour—		
Fancy patents	5 00	5 20
90 per cent.	4 80	5 00
Straight roller	4 60	4 80
Blended flour	5 05	5 35

CEREALS.—While kiln dried cornmeal has advanced 15 cents to $2.10, as compared with $1.85 three weeks ago, rolled oats showed no inclination to follow suit, and the best information is that it will not advance again for some considerable time.

Cornmeal, per 96 lb. bag—		
Kiln dried, 25 bag lots	2 10	2 25
Softer grades, 25 bag lots	1 80	1 85
Rolled oats, per 90 lb. sack, in jute—		
Small lots	2 35	2 37½
25 bags to car lots	2 25	2 30
Rolled oats in cotton sacks, 5 cents more.		
Oatmeal, standard and granulated, 10 per cent. over rolled oats in 90 S, in jute.		
Rolled Wheat—		
50 lb. boxes	....	1 50
100 lb. barrels, small lots	....	2 90
100 lb. barrels, 5 bbl. to car lots	....	2 80

MILL FEEDS. — The continued drought, which is parching the pastures and keeping up and rather increasing the demand for mill feeds, together with small supplies on hand, have combined to cause the advance in bran this week to $20 and shorts to $22, with the other lines showing an equal increase.

Mill Feeds.—	car lots.	per ton.
Bran	....	20 00
Shorts	....	22 00
Middlings	22 00	24 00
Wheat moulee	24 00	25 00



Good Crop of Potatoes is Now Assured

Prices Dropped to $1.25-$1.35 a Bag — Carloads of Peaches With St. Johns at $1.000—Drop of Bananas in Montreal— Pears and Plums Easier.

MONTREAL.

GREEN FRUITS.—Prices on California fruits hold practically at same level as last week. Pears which ran exceptionally high last week, have again fallen back to original level. Plums too are slightly easier. Tragedies are now practically off market, and only plums offered on auction on Monday were Burbanks. As soon as Canadian fruits begin to offer freely prices on imported will of necessity, fall. Importers state that even now California is practically through shipping, and that stocks now coming to hand are shipped from the mountains where crops are comparatively light.

Saguenay blueberries are now coming freely to hand. These come in large boxes of 20 quarts, and sell at $2.50 to $2.75 per box. New Brunswick blueberries are also to be had at 16 to 18 cents per quart box.

Owing to hot weather, and heavy shipments of bananas having been received late last Saturady, prices dropped all round about 25 cents. Of ripe stock, bunches sold for what they would bring, some going out for as little as 50 cents. An excellent chance for the hawker to sell bananas cheap, cheap!

Apples, Canadian, 11-qt. bkt.	0 45	0 50
Bananas, crate	2.00	2 25
Blueberries, Saguenay, 20-qt. box	....	2 50
Blueberries, N.B., per qt.	0 16	0 18
Cantaloupes, Canadian, 2 in bkt.	....	1 25
Cantaloupes, Canadian, 3-8 in bkt.	....	1 00
Cantaloupes, California, 45s, per crate..	4 00	4 50
Cantaloupes, Canadian, crate, 7-9	....	2 00
Grapes, Malaga, 25 lb. box	....	3 00
Grapefruit, Jamaica, case	6 00	6 50
Lemons, Verdelli, case	4 25	4 50
Limes, Florida, box of 100	....	1 25
Oranges—		
Jamaicas, 126s to 250s	3 00	4 00
Sorrentos, 80s	....	2 50
Sorrentos, 160s	....	4 50
Sorrentos, 200s	....	5 00
Messina, 100s, half boxes	....	2 75
Messina, 80s, half boxes	....	2 50
Late Valencias	5 50	6 50
Pears, Gifford, Canadian, 11-qt. bkt.	....	1 00
Pears, Gifford, Canadian, 8-qt. bkt.	....	0 50
Pears, Bartlett, California, box	3 75	4 00
Peaches, Clingstone, Canadian, 11-qt. bkt..	0 50	0 60
Peaches, Clingstone, Canadian, 6-qt. bkt..	0 30	0 35
Peaches, Crawfords and Elbertas, California, box	1 35	1 40
Plums, Burbanks, Canadian 11-qt. bkt.	....	0 50
Plums, California, Wickson and Burbanks, 4 bkt. carriers	2 25	2 50
Plums, California, Tragedies, 4 bkt. carriers	....	2 50
Plums, Canadian, 11-qt. bkt.	0 50	0 60
Plums, Canadian, 6-qt. bkt.	0 30	0 35
Raspberries, black, qt.	0 12	0 15
Watermelons, each	0 35	0 50

VEGETABLES.—Potatoes being now offered in bags of about 70 pounds, and sell at 90c to $1 per bag. Quality is said to be quite up to average all through Quebec and quantity also heavy. Should everything turn out right, dealers predict cheap potatoes for this winter.

Beans, wax, per bag of 25 lbs.	0 75	1 00
Beets, new, dozen	0 30	0 35
Beans, green, per bag 25 lbs.	....	0 75
Cabbage, domestic, per doz.	....	0 75
Carrots, bunch of doz.	....	0 25
Cauliflower, per dozen	1 50	2 00
Celery, domestic, dozen	....	0 50
Corn, domestic, per 10 doz. sack	....	1 50
Cucumbers, domestic, per doz.	....	0 40
Egg plant, backet of 12	....	1 25
Lettuce, domestic, heads, doz.	0 50	0 60
Lettuce, Boston heads, box of 2 doz.	2 00	2 25
Onions—		
Egyptian, bag, of 110 lbs.	....	2 50
Spanish, per case	3 00	3 50
Red Danvers, bag	....	3.50
New, green, per bunch	....	0 15
Peas, domestic, per 2 bushel bag	....	1 00
Peppers, green, 11-qt. bkt.	....	0 50
Potatoes—		
Virginia, per bbl.	....	3 50
Domestic, bag of 70 lbs.	0 90	1 00
Radishes, per dozen	0 15	0 20
Turnips, Quebec, bag	....	1 50
Turnips, bunch of doz.	2 25	3 35
Tomatoes, Canadian, outdoor, 11 qt. bkt	0 40	0 50
Tomatoes, Canadian, box 33 lbs.	1 00	1 50
Vegetable marrow, doz.	....	1 00

TORONTO.

FRESH FRUIT.—Niagara peaches loaded up every nook and corner of the fruit market on Tuesday and left hardly room to move about. They came in carload after carload. A large proportion of them were the luscious St. Johns, a variety of prized Crawfords, which sold for 90 cents to $1.10 for the large basket and 65 cents for the small. The cling stones were also plentiful but 60 cents was about their limit. Red Birds went at 75 cents

There was a rush of Lawtonberries that caused market to sag to 8 and 9 cents and only a few choice lots were good for 10. Apples are coming in a little more freely and barrel quotations were made by some dealers, Duchess at $2 to $2.50, and Astrachan $2.50 to $3.00. By the basket the poorer grades were 25 cents and the better up to 40 cents. Blueberries were in fair supply, the large ones at $1.50.

Canadian plums were again plentiful, fine lots of Bradshaws going at $1 a basket, with 40 to 75 cents for the ordinary lines.

Apples, Canadian, Basket	0 25	0 40
Bananas, per bunch	1 50	2 25
Blueberries	1 75	1 85
Cantaloupes, Canadian, crates	....	1 50
Cantaloupes, Canadian, baskets	0 75	1 00
Cocoanuts, per sack of 80	5 00	6 50
Grapes, Malagas, case	....	3 00
Oranges, California Valencias	5 50	6 25
Limes, per box of 100	....	1 [illegible]
Lemons, Verdelli, new	5 00	5 50
Peaches, California, box of 8-10 dozen..	1 25	1 50
Peaches, Canadian, St. Johns, large basket	0 90	1 10
Peaches, Canadian, clingstone, large bkt..	0 69	0 70
Peaches, California, box of 8-10 dozen.	1 50	1 75
Peaches, Canadian, small bkt.	0 40	0 50
Peaches, Canadian, large bkt.	0 75	0 90
Plums, California	1 50	2 00
Plums, Canadian	0 25	0 40
Lawtonberries	0 08	0 10
Watermelons, 23 to 35 lbs.	0 40	0 50

VEGETABLES—Brighter news about potatoes has appeared this past week from many sections of province. As late as fortnight ago prospects were gloomy, but dealers now feel confident that crop will be at least as good, and far beyond last year's. The liberal supply on Tuesday caused drop in prices and bags could be bought anywhere at from $1.25 to $1.40. The American potatoes are now off market and New Brunswicks have not started in. The price, it is generally believed, will go still lower.

Tomatoes with some slight fluctuations centre around 50 cents, although 60 cents was a common figure for choice goods. The general opinion is that ten days ago saw the lowest point and that the price will continue about same for the rest of the season.

Corn which has kept up for the last three weeks is now down to "popular" prices at 10-13 cents. Celery is again down 10 cents to 35-40, and cabbage has dropped from $3 to $2.75.

Beans, wax, 11-qt., per basket	....	0 35
Beets, Canadian, new, per basket	0 25	0 30
Carrots, Canadian, new, doz. bchs.	....	0 25
Cabbage, Canadian, crate of 30	....	2 75
Cauliflower, Canadian, cs. of 2 doz.	....	1 25
Celery, domestic, doz.	0 35	0 40
Corn, new, doz.	0 10	0 13
Cucumbers, Canadian, basket	0 30	0 40
Lettuce, domestic heads, basket	0 30	0 35
Mushrooms, per lb.	....	0 75
Onions—		
Spanish, crate	....	3 25
Green, bkt.	....	0 35
Parsley, bkt.	....	0 75
Peas, green, 11 qt. bkt.	0 50	0 60
Green peppers	0 40	0 50
Potatoes—		
Potatoes, Ontario, new, per bag	1 25	1 35
Radishes, doz. bunches, domestic	0 40	0 60
Tomatoes, Canadian, basket	0 40	0 60
Vegetable Marrow	0 35	0 40
Water cress, domestic, 11-qt. basket	0 35	0 80

Oyster Week in Canada: October 20-25

Campaign of Growers to Increase Consumption — Better Grades This Fall—Sword Fish Drops 2 to 8 Cents—First Receipts of Smoked Haddies and Kippers.

MONTREAL.

FISH.—Again this week sword fish form the main feature on the market. Owing to receipts being heavy, and the height of the season now having been reached, prices have again dropped 2 cents to 8 cents per lb. The fish is continually becoming better esteemed as it becomes better known, and quantity consumed this year is already far in advance of that of last year at corresponding date.

A few fresh mackerel are still arriving. These are small for the most part, averaging 1½ lbs each. Stocks now arriving are amongst last shipments of season and it is not expected that any will be had after a short time now.

Supplies of halibut arriving during past week have been quite regular, and removed all fears of impending scarcity talked about last week.

Sockeye salmon are totally lacking in market this week. Run of cohoe and steel head, however will be on about middle of September so that market will not be without B. C. salmon of one kind or another for long. Gaspe salmon season is now just about over. Though this closed practically on August 1, some stocks have been coming up to present date from outside districts. This week, however, shipments have been very much less, which would indicate a rapid wind-up shortly.

Local fishing for barbotte is just commencing. After September 1 shipments will be regular and heavy, but till that time supplies will be rather light and intermittent.

First shipments of smoked haddies and kippers were received during past week and already demand has shown a brisk increase. Prospects all point for a good season to come.

Daily the call for shell oysters, clams and all shell fish is increasing. Supplies of those are now on increase and trade should begin in earnest shortly.

Fresh Stock—		
Barbotte, dressed, lb.	0 09	0 10
Bass, striped, per lb.	0 14	0 16
Bluefish, per lb.	0 16	0 18
Carp, 100 lb. boxes, per lb.	0 08	0 09
Cod, market, 250 lb. cases, per lb.	....	0 05
Dorce, 100 and 150 lb. cases, per lb.	....	0 15
Flounders, per lb.	0 06	0 07
Frogs legs, large, per lb.	....	0 50
Frogs legs, small, per lb.	....	0 25
Haddock, per lb.	0 05	0 06
Halibut, per lb.	0 11	0 12
Herring, per 100 fish, large	....	3 00
Mackerel, 1½ lb. fish, each	....	0 15
Perch, dressed, per lb.	0 09	0 10
Pike, dressed, per lb.	0 07	0 08
Salmon, Gaspe, per lb.	....	0 22
Steak cod, per lb.	....	0 07
Smelts, per lb.	....	0 12
Sword fish, per lb.	....	0 08
Trout, brook, per lb.	....	0 30
Trout, lake, per lb.	0 11	0 12
Turtles, small, per lb.	....	0 15
Whitefish, per lb.	0 12	0 13
Shell Fish, Fresh—		
Clams, per barrel	....	7 00
Crab meats, per gal.	....	2 50
Lobsters, live, per lb.	....	0 26
Lobsters, boiler, per lb.	....	0 28
Meats, bulk, standards, gal., $1.50; selects	....	1 80
Meats, solid, standards, gal., $1.80; selects	....	2 00
Oysters, Cape Cod, shell	....	12 00
Periwinkles, per bushel	....	2 50
Prawns, per gal.	....	2 00
Scallops, per gal.	....	2 75
Shrimps, per gal.	....	2 00
Frozen Stock—		
Haddock, per lb.	0 04	0 05
Herring, per 100 fish	....	1 50
Pike, per lb.	....	0 06
Smelts, fancy, per lb.	0 12	0 13
Smelts, No. 1, per lb.	0 08	0 09
Salmon, fancy, Spring, per lb.	0 14	0 15
Salmon, Gaspe, per lb.	0 15	0 16
Salmon, Qualla, per lb.	0 07½	0 08
Whitefish, per lb.	0 07	0 10
Prepared Stock—		
Boneless fish, 20 lb. pkgs.	0 07	0 08
Cod, pure, cs. of 20 tablets, per lb.	....	0 10½
Cod, pure, 3 lb. box, per lb.	....	0 15
Cod, boneless strip, 30 lb. box, lb.	....	0 10
Cod, boneless strip, 2 lb. blks., in 20 lb. pkgs., lb.	0 07	0 08
Cod, shredded, box of 2 doz.	....	1 80
Cod, skinned, per 100 lb. box	....	6 00
Cod, dried, per 100 lb. bundle	....	6 50
Pollock, dried, per 100 lb. bundle	....	6 00
Salted and Pickled Stock—		
Cod, green, ordinary, per 200-lb. bbl.	7 00	8 00
Cod, green, white napes, per 200-lb. bbl	8 00	9 00
Haddock, No. 1, green, per 200 lbs.	5 00	6 00
Herring, Holland, per keg, 75c; per ½ bbl., $5.00 to $6.00; per bbl.	9 00	10 00
Herring, Labrador, ½ bbl., $2.75, bbl.	....	5 00
Herring, Scotch, keg of 12 lbs. net, $1.25 to $1.35; ½ bbl.	....	7 00
Mackerel, No. 1, 20 lb. kits, $1.75, ½ bbl., $7.50, bbl.	....	15 00
Salmon, Labrador, ½ bbl., $8.00 to $9.00, bbl.	15 00	16 00
Trout, lake, kegs	....	7 00
Trout, sea, half barrels	....	6 50
Smoked Stock—		
Bloaters, per box	1 00	1 10
Fillets, regular and fancy, lb.	0 10	0 12
Haddies, regular and fancy, lb.	0 06	0 08
Herring, new, per box	0 13	0 15
Kippers, small, box of 50 fish	1 00	1 25
Salmon, per lb.	....	0 22

TORONTO.

OYSTERS.—Within one week the first oysters will make their appearance on the local market, according to an official announcement made to Canadian Grocer on Tuesday. Spawning was from three to four weeks earlier this year than for the past three years, and with that extra period to recuperate it is expected that a better grade will be secured. The season will open on Sept. 1, with a little stock promised for August 28. The week of Oct. 20-25 will be observed as "Oyster Week." The retailers should fall in line with the growers and unite to push the sale during this period. Material for store display will be furnished by the growers.

FISH.— The local market shows no changes in prices this week. Herring and halibut are plentiful but whitefish is still scarce.

"But scarce or plentiful makes no difference," declared one dealer. "People in Toronto seem to look on fish as a staple article like bread or sugar, and won't stand for any higher prices even if we can't get nearly enough to satisfy the demand. They seem willing to pay so much and no more, so that our market goes on with few changes."

Frozen Stock—		
Roe shad, weight 3 lbs., each	1 00	1 25
Whitefish, per lb.	0 09	0 10
Fresh Caught—		
Haddock, per lb.	0 06½	0 07
Halibut, per lb.	0 10	0 11
Herring, per lb.	0 05	0 06
Mackerel, weighing 1½-3 lbs., each	0 15	0 25
Pickerel, yellow, per lb.	....	0 12
Pike, per lb.	0 06	0 08
Roe shad, weight 3 lbs., each	1 00	1 50
Salmon, B.C., per lb.	....	0 19
Steak, cod, per lb.	0 07	0 08
Trout, per lb.	0 10	0 12
Whitefish, per lb.	0 10	0 12
Smoked—		
Finnan haddie, per lb.	....	0 08
Kippers, box of 40	1 10	1 25
Bloaters, box of 60	....	1 25
Prepared—		
Cod, 1 lb. tablets, case of 20	....	2 00
Salted and Pickled—		
Herring, Holland, per keg	....	0 60

ST. JOHN, N.B.

FISH. — Salmon season has ended. Dealers are endeavoring to supply demand by substitution of other lines but it is not an easy task. It was one of the best salmon seasons experienced about St. John for many years. Phenomenal catches in sardines are reported amongst the harbor fishermen. Schooners from Eastport and other American ports have taken away heavy shipments of sardines for the canning factories there, at from $4.50 to $5 a hogshead. Other lines of fish are selling well at standard prices, and demand keeps up consistently.

There were 1,854,438 bags of coffee shipped from Brazil to New Orleans in the year ending June 30, 1913.

Produce & Provisions

Hams and Bacons Have Advanced Again

Up ½c to 1c on Toronto Market—Supply of Hogs Still Light—Cheese More Active at Shade Lower Price—Butter and Meat Stocks Piling Up in Montreal —Holding Poultry off for Exhibition. .

The earnest desires of all classes who handle hogs and hog products down to the consumer, with the single exception of the men who grow them, have not availed to keep prices down to a reasonable selling figure for hams and bacon registered another advance this week of ½ to 1 cent all 'round in Toronto, except backs. Hogs hover around $9.65 to $9.75 where they have been for two weeks and apparently the expressed intention of buyers not "to follow" them any higher has served to hold them steady. Pure lard which went up in Montreal in reply to the rise in hogs is still quotably the same in Toronto but one large house considers that it is just about ready for an advance.

The heavy holdings in butter and eggs tend to keep the market where it is. There was a movement in cheese due to a slightly easier quotation and four out of five lots were sold.

Following were the proceedings on the Toronto Produce Exchange on Monday, Aug. 18:

BUTTER. — Dairy, none; creamery, 25 box prints under finest, 24, 23 bid; 50 box prints finest, 25, not sold; 75 box solids, finest, 25, 23½ bid; 500 box solids, finest 24 bid, not sold.

EGGS.—50 cases rots out, 22¾, not sold.

CHEESE.—50 large Sept. 1912, 13½, sold 13¼; 50 twins June, 13¾, not sold; 50 large new pfr., 13⅛, sold; 25 twins new pfr., 13⅜, sold; 25 twins new pfr., 13⅜, sold; 25 trip, new pfr., 1, 13⅝ sold.

HONEY.—25 to 60 new clover, 11, sold at 10¾; 15 to 60 new clover, 10½, not sold.

MONTREAL.

PROVISIONS.— Owing to prices of raw material keeping up, all meats still hold at last week's prices. Demand has fallen off somewhat, however, since last week's increase and as buying is largely for immediate requirements only, a rather easier tone has been working into the market. The lack of consumption has also permitted a piling up of stocks, which though not heavy as yet may have a weakening effect on the market later.

Hams—		**Per lb.**
Light, under 12 lbs.	....	0 22
Medium, 12 to 20 lbs.	0 20	0 20½
Large, 20 to 40 lbs.	....	0 19½
Backs—		
Plain, bone in	....	0 23½
Boneless	....	0 26
Peameal	....	0 26
Bacon—		
Breakfast	0 21	0 23
Roll	....	0 17
Shoulders, bone in	....	0 16
Shoulders, boneless	....	0 16½
Cooked Meats—		
Hams, boiled	0 31	0 32
Hams, roasted	....	0 32
Shoulders, boiled	....	0 27
Shoulders, roasted	....	0 28
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 80-100 lbs.	....	0 14½
Flanks, bone in, not smoked	....	0 15½
Barrelled Pork—		**Per bbl.**
Heavy short cut mess	....	31 00
Heavy short cut clear	....	31 00
Clear fat pork	....	29 00
Clear pork	....	27 00
Lard, Pure—		**Per lb.**
Tierces, 375 lbs. net	....	0 14½
Tubs, 50 lbs. net	....	0 14½
Boxes, 50 lbs. net	....	0 14½
Pails, wood, 20 lbs. net	....	0 14¾
Pails, tin, 20 lbs. gross	....	0 14½
Cases, 10-lb. tins, 60 in case	....	0 15
Cases, 3 and 5-lb. tins, 60 in case	....	0 15¼
Bricks, 1 lb. each	....	0 15¾
Lard, Compound—		
Tierces, 375 lbs. net	....	0 11½
Tubs, 50 lbs. net	....	0 11¾
Boxes, 50 lbs. net	....	0 11½
Pails, wood, 20 lbs. net	....	0 12
Pails, tin, 20 lbs. gross	....	0 11½
Cases, 10-lb. tins, 60 in case	....	0 12¼
Cases, 3 and 5-lb. tins, 60 in case	....	0 12½
Bricks, 1 lb. each	....	0 13¼
Hogs—		**Per cwt.**
Live, f.o.b.	9 75	9 90
Live, fed and watered	10 25	10 60
Dressed	....	14 50

BUTTER.—At primary points butter is slumping. Cowansville quoted 23⅛ Saturday, a decline of ⅞ cents on the week. Rather an unusual circumstance has occurred during week in that St. Hyacinthe was quoted higher than Cowansville by ¼ cent. Dealers state, however that Cowansville prices are a more correct barometer of the market.

Locally stocks are piling up owing to lack of demand, so that dealers anticipate decline before end of week. Some butter has been shipped to the West but largely with the express purpose of lightening stocks. According to statements made here the margin of profit did not warrant shipping on any other condition, so that market generally would appear about ready for a slump.

Butter—		**Per lb.**
Creamery prints, fresh	....	0 26½
Creamery solids	....	0 26
Dairy prints	....	0 23
Dairy solids	....	0 23
Separator prints	....	0 23
Separator solids	....	0 23

EGGS. — Prices continue at last week's level. Offerings for season have been liberal, but not being keen about stocking, dealers have been paying more attention to buying new laids, stuff to be shipped in by express. For this there is heavy demand, and stocks are being moved out as fast as they come to hand.

Eggs, case lots—		**Per dozen.**
New laids	....	0 31
Selects	....	0 28
No. 1s	....	0 25
No. 2s	....	0 21
Splits	0 19	0 20
New laid eggs, in cartons	....	0 32

CHEESE. — Statistically the cheese market holds firm, shipments being behind those of last year to date by about 25 or 26 per cent. But owing to buyers holding off and refusing to bid up to prices asked market for export has been quite dull. New Zealand is largely responsible for this easiness though heavy stocks held over also had some effect. Year by year England is depending more on the New Zealand make and now would appear anxious simply to buy enough cheese to last until supplies are shipped in from that quarter.

On country boards rather an easier feeling is prevailing, but prices locally continue to hold unchanged.

Cheese, White or Colored—		
Large	0 13¾	0 15
Strong	....	0 16½—0 17
Twins	0 14	0 15¼
20 lb. new	0 13½	....
Stilton	....	0 17

POULTRY. — Prices on live poultry have shown a tendency towards weakness during past week as result of more liberal offerings and easing off in demand. Until game begins to arrive, no great activity is expected in this market.

Frozen Stock, Dressed—		**Per lb.**
Chickens	....	0 24
Ducks	....	0 22
Fowl	....	0 18
Turkeys	....	0 24
Fresh Stock—		
Broilers, spring, live	0 22	0 24
Broilers, spring, 3 lb. pr., dressed	....	1 25
Ducks, spring, dressed	0 26	0 28
Ducks, old, dressed	0 15	0 16
Fowl, live	0 16	0 16
Fowl, dressed	....	0 21
Turkeys, 11 lbs. up, dressed	0 22	0 23

TORONTO.

PROVISIONS. — Light and medium hams up ½ cent each, and large up 1 cent; with breakfast bacon and roll bacon up ½ to 1 cent and shoulders, where there is export demand, up from 1 to 1½ cents will cause the retailer to wonder when this movement is likely to cease for raw and cooked meats have been alternating pretty regularly now in the upward swing for the past five weeks or more. Reason of course is the lightness of stocks and a similar condition in the "primary" market of hogs. In other words packer does not know just "where he is going to get off at."

Hogs are running from $9.65 to $9.75 f.o.b., and $10.00 to $10.25 fed and watered, little changed from one week ago.

Hams—		
Light, per lb.	....	0 22
Medium, per lb.	....	0 22
Large, per lb.	0 20	0 20½
Backs—		
Plain, per lb.	0 24½	0 25½
Boneless, per lb.	0 25½	0 25½
Pea meal, per lb.	0 24½	0 25½
Bacon—		
Breakfast, per lb.	0 21	0 22
Roll, per lb.	....	0 17
Shoulders, per lb.	0 15	0 15½
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 15¾	0 16
Long clear bacon, heavy	0 15	0 15¼
Cooked Meats—		
Hams, boiled, per lb.	....	0 31
Hams, roast, per lb.	....	0 31
Shoulders, boiled, per lb.	....	0 22½
Shoulders, roast, per lb.	....	0 23½
Barrelled Pork—		
Heavy mess pork, per bbl.	24 00	25 00
Short cut, per bbl.	28 50	29 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 14	0 14¼
Tubs, 60 lbs., per lb.	0 14¼	0 14½
Pails, 20 lbs., per lb.	....	0 14¾
Pails, 3 and 5 lbs., per lb.	....	0 15½
Bricks, 1 lb., per lb.	....	0 15¾
Lard, Compound—		
Tierces, 400 lbs., per lb	0 11	0 11¼
Tubs, 60 lbs., per lb.	0 11¼	0 11½
Pails, 20 lbs., per lb.	0 11½	0 11¾
Hogs—		
Live, f.o.b., per cwt.	9 65	9 75
Live, fed and watered, per cwt.	10 00	10 25
Dressed, per cwt.	14 00	14 25

BUTTER. — Report from Saskatoon this week that that Western city had been kept for months in butter from local supply was an eye-opener to many in the trade as to likelihood of the West taking care of itself very shortly, and needing only a few more milch cows in each district to bring about this condition. With New Zealand shutting out British Columbia it will soon be necessary for the East to look after the eastern supply. The market this week is steady with no change in prices.

Butter—	Per lb.	
Creamery prints, fresh	0 26	0 28
Creamery solids	0 24	0 25
Dairy prints, choice	0 21	0 23
Dairy solids	0 20	0 22
Separator prints	0 23	0 25
Separator solids	0 21	0 22

EGGS.—The holdings in eggs are heavy and new lots are not absorbed quickly. The quality continues to show a slight improvement and prices continue as they were.

Eggs, case lots—	Per dozen.	
Selected new laid	0 26	0 28
Selected, new laid, in cartons	0 29	0 30
Fresh gathered	0 24	0 25
No. 2's	0 18	0 20
Splits	0 17	0 18

CHEESE. — For the first time in weeks the market showed signs of activity with the price shaded off a little sales were really brisk on the local exchange this week, a contrast to the stagnation that has reigned for weeks past. It is still felt by buyers that the market is too high. Indeed this has attracted a number of butter makers who are now transfering their milk to the cheese factories.

Cheese—		
Old, large	0 14¾	0 15
Old, twins	0 15	0 15¼
New, large	0 14¼	0 14½
New, twins	0 14¾	0 15

POULTRY.—Market is in interesting situation this week. For first time in three weeks supply has fallen off and buyers believe that this is due to plan of producers to charge bigger prices for next two weeks when the Exhibition will draw hundreds of thousands of visitors. But their hopes may not be realized. A large buyer figured it out that rush of poultry into city next week would on the contrary, cause a slump in prices, as the consumption will not be much heavier.

"Only the best hotels, and a stray boarding house will serve poultry," he declared. How can they make the money they expect by giving poultry?" Broilers were a little easier this week, best selling at 18 cents.

Frozen Stock—	Per lb.	
Broilers, dressed	0 22	0 25
Chicks, milk fed, dressed	....	0 25
Chickens, dressed	0 20	0 22
Ducks, dressed	0 16	0 20
Fowl, dressed	0 17	0 18
Turkeys, dressed	0 24	0 25
Fresh Stock—	Live.	Dressed.
Broilers, spring	0 18	0 22—0 25
Ducks, spring	0 11	0 15—0 16
Fowl	0 13	0 14—0 15
Turkeys, old Tom	0 14—0 18	0 18—0 20

WINNIPEG.

PRODUCE AND PROVISIONS.—There is no change in butter, cheese or eggs since the last review. In cured meats long clear D. S. has declined ½ cent. All other lines are steady. City trade was heavy last week during the Stampede.

Butter—		
Creamery	0 28	0 26
Dairy, best	....	0 22
Dairy, No. 1	0 17	0 18
Dairy, No. 2	0 16	0 17
Cooking	....	0 12
Eggs, per doz.	0 18	0 23
Cheese—		
Ontario, large	....	0 15½
Ontario, twins	....	0 15¾
Lard—		
Tierces, per lb.	....	0 13¼
50 lb. tubs	....	6 75
20 lb. pails	....	2 75
3 lb. tins, cases	....	8 55
5 lb. tins, cases	....	8 50
10 lb. tins, cases	....	8 40
Cured Meats—		
Hams	0 19	0 22
Bacon	0 21	0 22½
Long clear, D.S.	....	0 14½
Shoulders	....	0 15½
Mess Pork, bbl.	....	28 00
Seneca root, new crop, per lb.	0 50	0 55

Cheese Trade with U.S. Expected to Grow

United States Buyers Holding Considerable Quantities in Montreal Awaiting Tariff Reduction—Falling Off in Exports to Great Britain.

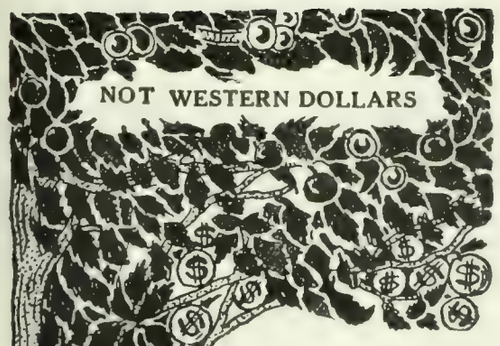
Montreal, August 19.—Cheese factories in prominent towns and districts are closing their doors, state local wholesalers, on account of lack of cream as a result of prevailing dry weather, and also on account of marked falling off in demand for Canadian cheese from across the waters. Shipments from Canada to Great Britain show a shortage from May 10 to July 18 of 5,930 tons or 26.6 per cent., when compared with same period of 1912, and of 8,471 tons or 341 per cent., when compared with same period of 1911.

Probably the first explanation for this falling off comes from the fact that New Zealand product is yearly forming a bigger factor on English market. Shipments begin to arrive about the end of the Canadian season and with prices right, there appears a tendency to wait for this cheese, using Canadian makes only to fill in the blank formed in the meantime.

That New Zealand needs to be feared as a formidable rival, however, is altogether out of the question. There is a general belief in Canada and the United States that the proposed reduction of three cents per pound or 14 shillings per cwt. in the duty now payable on Canadian cheese entering the United States, will be passed into law. So feasible does this appear to American speculators that a quantity of Quebec and Ontario cheese is being held in Montreal by American purchasers who are eagerly awaiting the reduction in the tariff to import their product. Nor is this quantity by any means small. On July 18 stocks totalled 130,000 boxes, and the greater portion of this was said to be held for American market. As compared with stocks of year ago at same date, these figures show an increase of 86,000 boxes, or almost double last year's total at that time.

Should this reduction in tariff be made the United States will be able to buy Canadian cheese in large quantities at a lower figure than hitherto, and to meet this competition American cheese will, of necessity, come down the 3 cents per lb. This means heavier consumption, and a growing heavier demand for the Canadian product.

Thus while Great Britain is turning towards New Zealand and paying little attention to Canada, a new market is being opened up for Canadian cheese which will go a long way towards using up her product. "In addition, Canadian cheese is of such quality and flavor," states a prominent exporter, "that British buyers will consider seriously the turning down of this product altogether.



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Do not forget to put a piece of "Star Brand" English Bacon in the order for your customer when going to Camp or Summer Home. Boneless Bacon is the best and at the same time the cheapest line of either fresh or cured meats and will not fail to give your customer the best of Satisfaction.

Made under Government inspection.

F. W. FEARMAN CO.

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What is nicer for the camper than a tin of

UPTON'S

Pure Fruit Jam or Orange Marmalade

Keep up your stock.

Don't neglect your opportunities.

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T. UPTON CO., Limited

Sales Office: St. Catharines, Ont.

Factory at: Hamilton, Ont.

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SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ..each	0 04
100 books and over, each.	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

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WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancacke Flour per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black Currant	2 00
Red Currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

Red currant	2 00
Black Currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55

Marmalade.

Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes.	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 25
Diamond, ¼'s, 6 and 12-lb. boxes	0 26

Icings for Cake—

Chocolate, white, pink, lemon orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz.	0 90
Chocolate Confections—per lb.	
Maple buds, 5-lb. boxes	0 37
Milk medallions, 5-lb. bxs.	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 26
Nonpareil wafers, No. 1, 5-lb. boxes	0 31
Nonpareil Wafers, No. 2, 5-lb. boxes	0 26
Chocolate ginger, 5-lb. bxs.	0 31
Milk chocolate wafers, 5-lb. boxes	0 37
Coffee drops, 5-lb. boxes	0 37
Lunch bars, 5-lb. boxes	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box.	1 36
Royal Milk Chocolate. 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 5c bars, 24 bars, per box	0 85
Almond nut bars, 4 bars, per box	0 85

EPPS'S.

Agents—F. E. Robson & Co. Toronto; Forbes & Nadeau Montreal; J. W. Gorham & Co., Halifax, N. S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s.	0 26
" Vanilla sticks, per grs.	1 00
" Diamond chocolate, ½s.	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 34c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; Cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 21c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box. $1.25 per box.

The above quotations are f.o.b Montreal

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We will gladly show you how scrupulously **MELAGAMA TEAS and COFFEES** are packed and roasted, You will find this interesting.

Have a cup of **MELAGAMA TEA or COFEEE** with us at our booth in the manufacturers' building. We look forward to the pleasure of meeting you!

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Prepare for House Cleaning Time

Stock up now with "Bull Dog" Brand Cleansers. Be prepared to satisfy the demand with cleansers that have *proven merit*—cleansers that will please your customers and build permanent business for YOU.

"Bull Dog" Brand Cleansers please every time—they bring repeat sales.

WE CLEAN UP EVERYTHING

"BULL DOG" BRAND BLEACH-O is the best for washing white goods and flannels—removes stains.

"Bull Dog" Brand Ammonia Powder.
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"Bull Dog" Brand Liquid Blue.
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East of Fort William, Ont.

Preserved—	Per Case.
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	6 60
Silver Cow Brand, ea. 4 doz.	5 40
Gold Seal Brand, ea. 4 doz.	5 25
Mayflower Brand, ea. 4 doz.	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz.	4 75
Clover Brand, ea. 4 doz.	4 75
Evaporated (Unsweetened)—	
St. Charles Brand, small, ea. 4 dozen	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 dozen	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, ea. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50lb. case.

Terms—Net 30 days prepaid.

FLAVORING EXTRACTS.

SHIRRIFF'S

Quintessential.

1 oz. (all flavors) doz.	1 05
2 oz. (all flavors) doz.	2 00
2½ oz. (all flavors) doz.	2 30
4 oz. (all flavors doz.	3 50
5 oz. (all flavors) doz.	4 50
8 oz. (all flavors) doz.	6 50
16 oz. (all flavors) doz.	12 00
32 oz. (all flavors) doz.	22 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottles (retail at 50c)	4 50
4 oz. bottles (retail at 90)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS

IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN, LIMITEE.

Montreal Agencies.

BASIN DE VICHY WATERS.

L'Admirable, 50 qts., cs.	5 00

VICHY LEMONADES.

La Savoureuse Champenoise Cork 50 qts., cs.	8 00
50 pts., cs.	5 00
La Savoureuse "Claret Brown." 100 pts., cs.	9 00
St. Nicholas Champenoise Corks. 50 qts., cs.	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. Olive Oil.

Cs. 25 11 lb. bars, lb.	0 08½
Cs. 200 3½ lb. pieces, cs.	4 00
Cs. 12 3 lb. bars, lb.	0 10½
Cs. 50 ¾ lb. pieces, cs.	3 75
Cs. 50 1 lb. sq. pieces, cs.	4 50
Cs. 50 1 lb. long pieces, cs	4 50
Cs. 200 300 grs. pieces, cs	12 00
Cs. 100 300 grs. pieces, cs	6 00
Cs. 200 200 grs. pieces, cs	7 50

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals. Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 90

Motts Golden Russett—

Sparkling Cider, 12 qts.	4 50
Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 sp.	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal.

Imported Peas "Soleil"

	Per case
Extra Fins, 50 1 kilo	14 50
Extra Fins, 100 ½ kilo.	15 00
Tres Fins, 100 ½ kilo	13 50
Fins, 100 ½ kilo	11 50
Mi-Fins, 100 ½ kilo	11 00
Moyens No. 2 100 ½ kilo.	9 50
Moyens No. 3, 100 ½ kilo.	9 00
Fins 1 Frs Petit & Cie, 100 ½ kilo	10 00
Moyens, 1 Frs. Petit & Cie, 100 ½ kilo	7 50

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25
Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ⅛ gal.	2 60

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases, 4 doz. each, flats, per case	5 40
Cases, 4 doz each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD

COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases, 3 lbs., 20 to case.	0 11¼
Cases, 5 lbs., 12 to case.	0 11⅛
Cases, 10 lbs., 6 to case.	0 11

F.O.B. Montreal.

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45
	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

VERMICELLI AND MACARONI

C. H. CATELLI CO., LIMITED.

Hirondelle Brand

	1 lb. pkgs.	Loose
Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs. cases	7	6½
Egg noodles, case 10 lbs. loose; case 60 pkgs, ½ lb. each	7½	7

Marguerite Brand.

Same assortment as above	6½	6
Egg noodles in 10 lb. cases, loose, in 60 pkgs., ½ lb. each	7	6½

Catelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lbs. (loose)		5½
30 lb. cases, 1. lb. packages		6

Terms, Net 30 days.

D. SPINELLI CO., Registered.

Globe Brand.

Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Alphabets 30 lb. case	7	6½

Spinelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lb. cases (loose)		5½
30 lb. cases, 1 lb. pkgs.		6

Terms—Net, 30 days.

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5.00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 80
1 gall., doz.	19 20
1-16 gall., gross lot	20 00

SEALSHIPTICASE
SEALSHIPT
OYSTERS
Direct from the Oyster bed free from water ice or preservative
A pure food natural flavour and freshness guaranteed
Sealshipt Oyster System

The business of the "SEALSHIPT" Oyster System's Canadian Branch has been taken over by us. We can fill all orders promptly for "SEALSHIPT" Oysters or equipment.

OYSTERS

Seasonable products when given proper attention by the retailer are not only profitable but considerable prestige accrues to the dealer, who makes it a point, to have the first of that seasonable product in his community. It immediately stamps him as a progressive.

Last year the Oyster Growers and Dealers Association of North American (of which we are members and represented on the Board of Directors and Executive Committee) spent a considerable amount of money on educational publicity, and are this year following that work up in an even more progressive spirit. The object, of course, being to increase the consumption of oysters.

There have been some most ridiculous ideas entertained with reference to the growing and handling of oysters as well as of their nutritive qualities. Oysters can be served in the home with economy and are now recognized as being perhaps the purest food product available. In this regard we are pleased to quote Dr. Carl Alsberg, Chief of the Bureau of Chemistry of the U.S. Department of Agriculture, "I could wish that the number of dangerous sources of milk supply was as small, and that the percentage of pure wholesome milk was as great, as the proportion of wholesome safe oysters that reach our tables."

We will be in a position to supply local papers with well written articles of real news value quoting the best scientific authorities.

We will open our season Monday, September 1st, and will probably have a little stock about August 28th. Oysters spawned from three to four weeks earlier this year than they have for the past three years, which means they have three to four weeks more to recuperate than they usually have, and should insure a better grade of oysters. We solicit your enquiries.

CONNECTICUT OYSTER CO.

"Canada's Exclusive Oyster House"

50 JARVIS ST. TORONTO

"SOCLEAN."

THE DUSTLESS SWEEPING COMPOUND.

25c Pail, 2 doz. in case (4½ lbs.) enlarged size $4 50
40c Pail, formerly 50c, 2 doz. in case (8 lbs.) 7 20
75c Pail, formerly $1.00, 1 doz. in case (17 lbs.)..... 6 75

"ANTI-DUST" SWEEPING POWDER.

2 lb. tins, 3 doz. crates, doz. 1 40
5 lb. tins, 1 and 2 doz., crates, per doz. 3 90

STARCH.

THE CANADA STARCH CO., LTD.

EDWARDSBURG BRANDS and BRANTFORD BRANDS.

Boxes.	Cents
Laundry Starches—	
40 lbs. Canada Laundry....	.05¾
40 lbs., Boxes Canada white gloss, 1 lb. pkgs.....	.06¼
48 lbs., No. 1 white or blue, 4 lb. cartons	.06¾
48 lbs., No. 1 white or blue, 3 lb. cartons	.06¾
100 lbs., kegs, No. 1 white.	.06¼
200 lbs., bbls., No. 1 white	.06¼
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs.	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label	.07½
40 lbs. Benson's Enamel (cold water), per case....	3 00
20 lbs. Benson's Enamel (cold water), per case.....	1 50
Celluloid—boxes containing 45 cartons, per case.....	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch ..... (20-lb. boxes ¼c higher.)	.05¼
Casco Potato Flour, 20-lb. boxes, per lb.	.10

BRANTFORD STARCH.
Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs.	.06½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06
First Quality White Laundry—	
3-lb. canisters, cs of 48 lbs	.06½
Barrels, 200 lbs.	.06
Kegs, 100 lbs.	.06
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lbs.	.07½
6-lb. toy trunks, lock and key, 3 in case	.08
6-lb. toy drum, with drumsticks, 2 in case.....	.07¾
Kegs, extra large crystals, 100 lbs.	.07
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.05¼
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07½
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes of 40 lbs.	.07½
(20-lb. boxes ¼c higher than (40's.)	

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per case, $4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz., per case, $6.50; 16-oz. tins, 3 doz. per case, $6.75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz,, $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.

Individuals, 45c per dozen.

Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz.	0 90
Clear soups, in stone jars, 5 varieties, doz.	1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.

Case of ½-lb., containing 120 packages, per box, $3.00.

Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

THE CANADA STARCH CO., LTD.

CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case...	2 40
5-lb. tins, 1 doz. in case...	2 75
10-lb. tins, ½ doz. in case.	2 65
20-lb. tins, ¼ doz. in case.	2 60
Barrels, 700 lbs.	3¼
Half barrels, 350	3½
Quarter barrels, 175	3¾
Pails, 38½	1 75
Pails, 25 lbs. each	1 25

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case...	2 75
5-lb. tins, 1 doz. in case...	3 10
10-lb. tins, ½ doz. in case.	3 00
20-lb. tins, ¼ doz. in case.	2 95

(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND CORN AND MAPLE SYRUP.

Quart tins (wine measure) 2 doz. in case, per case..	4 70

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.

2s., Tins, 2 doz. to case.

Quebec, per case .....$	1 85
Ontario, per case	1 90
Manitoba, per case	2 30
Saskatchewan, per case....	2 60
Alberta, per case	2 70
British Columbia, per case	2 40

DOMOLCO BRAND.

2s., Tins, 2 doz. to case.

Quebec & Ontario, per case	2 60
Manitoba, per case	3 00
Saskatchewan, per case ...	3 20
Alberta, per case	3 30
British Columbia, per case.	3 10

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz. .....$	0 90
Pint bottles, 3 doz., cases, doz.	1 75

H. P.

H. P. Sauce—	Per doz.
Cases of 3 dozen	$1 90

H. P. Pickles—

Cases of 2 doz. pints.....	3 35
Cases of 3 doz. ½-pints..	2 25

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross .....$	2 40
2a size, gross	2 50

NUGGET POLISHES.	Doz.
Polish, Black and Tan	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tar	3 25
Creams and White Cleaner	1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s...	45
Black Watch, 12s	45
Bobs, 5's and 10's	39
Bully, 6s	44
Currency, 6½s and 12s	39
Stag, 5 1-3 to lb.....	39
Old Fox, 6 lb. boxes	40
Pay Roll Bars, 7½s	59
Pay Roll, 7s	59
War Horse, 6s	42
Plug Smoking, Shamrock, 6s, plug or bar	45
Rosebud Plug, 7s	50
Empire, 6s and 12s.....	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking — Great West Pouches, 8s	59
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO.
East of Winnipeg.

	Wholesale	R't'l
Brown Label, 1s and ½s	.25	.30
Green Label, 1s and ½s	.27	.35
Blue Label, 1s, ½s, ¼s, and ⅛s	.30	.40
Red Label, 1s and ½s ..	.36	.50
Gold Label, ¼s	.44	.60
Red-Gold Label, ½s	.55	80

LUDELLA CEYLON TEA.

Orange Label, ½s	.24	.30
Brown Label, ½s and 1s.	.28	.40
Brown Label, ¼s	.30	.40
Green Label, ½s and 1s	.35	.58
Red Label, ½s	.40	.60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases. All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½	.25	.30
Red Label, 1-lb. or ½...	.27	.35
Green Label, 1s, ½ or ¼	.30	.40
Blue Label, 1s, ½ or ¼.	.35	.50
Yellow Label, 1s, ½ or ¼	.40	.60
Purple Label, ¼ only...	.55	.80
Gold Label, ¼ only	.70	1.00

JAMS AND JELLIES.

T. UPTON & CO.

Pure Fruit Jams—Raspberry & apple, Strawberry and apple, peach and apple, plum and apple, red currant and apple, black currant and apple, cherry and apple, apricot and apple, gooseberry and apple, huckleberry and apple, fig and apple, 12 oz. glass jars, 2 dozen in case $1.00 per doz.; No. 2 tins, 2 dozen in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37 1-2c. per pail; No. 7 tin pails, 6 pails in crate, 52 1-2c per pail; No. 7 wood pails, 6 pails in crate, 52 1-2c per pail; 30 lb. wood pails, 7 1-4c. per lb.

Packed in assorted cases or crates if desired.

Pure Fruit Jellies — Raspberry, strawberry, black currant, red currant and pineapple flavors, 9 - oz. glass tumblers, 2 doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; No. 7, tin pails 6 in. crate, 52½c; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per dozen	$0 90

List Price.

"Shirriff's" (all flavors), per doz.	0 90

Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages	1 15

Local Fruits

in Large Supply

AT THE FRUIT MARKET

TOMATOES CHEAPER

Canadian Peaches and Plums coming

California Peaches,
Pears, Plums,
Grapes, etc.

A Full Assortment

WHITE & CO., LIMITED

TORONTO Wholesale Fruit and Fish **HAMILTON**

TOMATOES

This will be the big week. We have large consignments of Fancy No. 1 Shipping Stock arriving every day. Send us your orders.

Peaches Pears Plums
Apples Musk Melons
Oranges Lemons Bananas

The House of Quality.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY

PURE RELIABLE

Have no hesitation

in stocking and recommending

"COW BRAND"

BAKING SODA

It is noted for its strength, purity and reliability, and is a marked favorite with the cook.

See to your stocks. Order from your jobber.

CHURCH & DWIGHT

Manufacturers LIMITED

MONTREAL

The Consumer Knows

Anything That's

Is Safe To Buy.

and

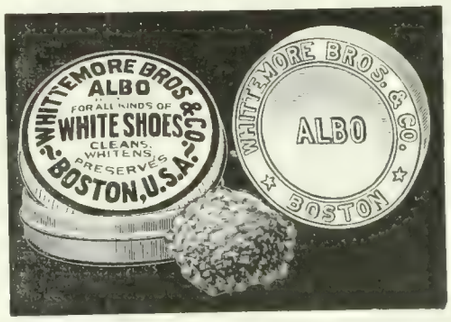
The Grocer Knows

Anything That's

Is Sure To Sell

H.J.HEINZ COMPANY
PITTSBURGH

Finest Quality *Whittemore's Shoe Polishes* Largest Variety



Oldest and Largest Manufacturers of Shoe Polishes in the World

"GILT EDGE" Oil Polish. The **only** Ladies' Shoe Dressing that positively contains OIL. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. **Largest quantity. Finest quality.** Polishes without rubbing. Retails 25c.

"ALBO" Cleans and whitens Canvas, White Buck, Suede and Nubuck shoes. Each cake in a **zinc-tin box with** sponge (see cut). Retails 10c. Each cake in a handsome **aluminum** box with sponge. Retails 25c.

"NUBUCK" White Leather Dressing **cleans and whitens** Buck, Nubuck, Suede and Ooze leathers, **both smooth and** nappy finish. Retails 25c.

"DANDY" COMBINATION. For cleansing and polishing all kinds of russet, brown or yellow boots, **shoes, saddles,** bridles, etc. Retails 25c. **"STAR"** russet combination (10c size). Russet, Brown and Ox Blood pastes (5 sizes **of each** color).

"ELITE" COMBINATION. For those who take pride in having their shoes look A1. Restores color and lustre to all black shoes. Retails 25c. **"BABY ELITE" COMBINATION** (10c size). **"ELITE" PASTE** in 5 sizes.

"QUICK WHITE" makes dirty Canvas shoes Clean and White. In liquid form, so can be quickly and easily applied. A sponge in every packet so always ready for use. Two sizes, retails for 10c. and 25c.

Send for circulars giving full particulars of our other Polishes to WHITTEMORE BROS. & CO., Boston, Mass., U.S.A.

For Sale by the Shoe Findings and Shoe Jobbing Trades of all Canada.

For Good Sound Business Reasons

You should feature these two quality lines. There are hundreds of men in your neighborhood whom you can muster around to your store for their tobacco supplies if you handle these quality tobaccos.

Rose Quesnel

a pure Canadian smoking tobacco which all smokers pronounce a favorite.

King George Navy Plug

A chewing tobacco made from specially selected tobaccos and perfect in every respect.

See your wholesaler, or drop us a line.

Rock City Tobacco Co.
Limited
QUEBEC

TRADE MARK
KEYSTONE
BRAND
REGISTERED

NOW IS THE TIME TO ORDER YOUR FALL SUPPLY OF

BRUSHES

Such lines as Stove Brushes, Scrubs, Dandy and Horse Brushes, Stable Brooms, etc., will soon be in great demand. Place your order now and be sure to buy the **Keystone Brand.**

Stevens-Hepner Company
Limited
PORT ELGIN, ONT.

If you Knew Your Customers' Opinion of KNOX GELATINE

you would quickly realize the desirability of pushing its sale. Women know KNOX GELATINE on sight because we have advertised so extensively; they know that a package makes two full quarts of delicious jelly; they know it is superior to "ready flavored" gelatines in quality, quantity and ease of preparation; they know the "Acidulated No. 3" package contains an extra envelope of LEMON FLAVOR that saves them trouble and expense. The above reasons explain the big sale of KNOX GELATINE. It will pay you to keep it displayed at all times because you make a splendid profit out of the retail price of fifteen cents per package.

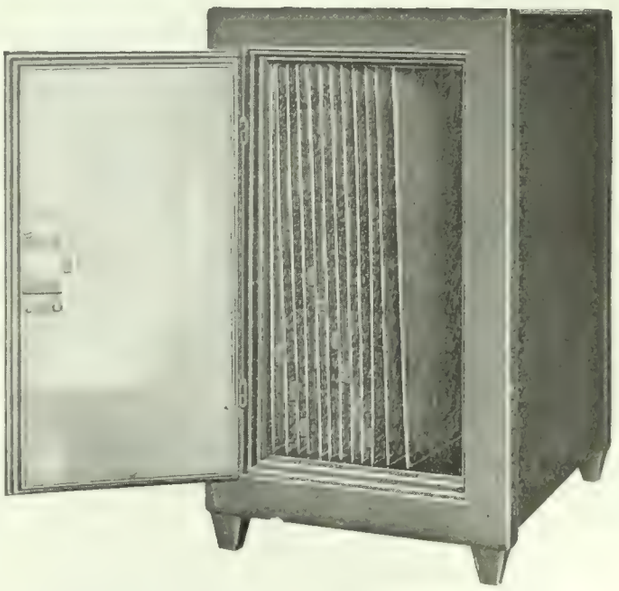
CHARLES B. KNOX COMPANY

Johnstown, N.Y.

Branch Factory, Montreal, Canada

TWO AT THE PRICE OF ONE

Every Day Will Be A Holi-day



from bookkeeping worries if you instal an ULLMAN ACCOUNT REGISTER AND SAFE. Try one and you will not only satisfy yourself but your customers as well. It is a guarantee against mistakes and errors, shortens credits and is the best collector known. It is cheaper to buy one than go without.

Hamilton Ideal Manufacturing Company, Limited

Toronto Office—482 College Street. Montreal Office—181 Bleury Street

Every Pound Of **Anchor Brand Flour**

has character in every ounce

because extreme care, watchfulness, ability, integrity, the most modern equipment and only the choicest Western Spring Wheats form the complement that obtains the highest possible quality every day in the year.

The most searching analysis and tests make uniformity certain.

As rapidly as people learn all the facts about **Anchor Brand Flour**, they are satisfied only with this Brand.

Anchor Brand Flour is better because the trouble and expense are taken to make it better.

Standard Prices—Worth More.

Free samples for Missourians will be sent to Dealers and Bakers for distribution.

Leitch Brothers' Flour Mills, Ltd.

Oak Lake,, Manitoba

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

Swallow Brand

(Hirondelle)

Macaroni and Vermicelli is a brand of worth, because the best elements unite in its production, the result being the height of perfection from every standpoint.

There's Worth in Quality

The "Swallow" Brand proves the worth of its quality. Manufactured with the best quality of Canadian Flour, in the best equipped mills, and under the management of experts, it fears no competition as to quality and freshness from the imported article.

SOLD ANYWHERE
LIKED EVERYWHERE

C.H.CATELLI CO., LIMITED

MONTREAL

We have them

Giant
Prince
Globe
Beaver

Fruit Jar Rings

Quality Guaranteed

Walter Woods & Co.

HAMILTON and WINNIPEG

Every Bar

of Fels-Naptha soap sold in your store means well-satisfied customers and reputation for the business, because Fels-Naptha soap does just what its makers claim that it will; and more.

Pascall's

ENGLISH

Confectionery and Chocolates

Quality: The Purest and Best
Variety: The Largest
Prices: Right

AGENTS—

Toronto : The Toronto European Agencies 122 Wellington St. West.
Winnipeg: Ruttan & Chipman, Fort Garry Court.
Vancouver: C. & J. Jones.
New Brunswick: J. E. Angevine, Hampton

53 Highest Awards in Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA

Registered Trade-Mark

Our Cocoa and Chocolate preparations are Absolutely Pure — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

OUR GUARANTEE

If this polish damages your customer's piano, we'll pay for the piano. That's why live Grocers everywhere stock it. It sells, repeats, and brings new faces to a store.

Prestolene

(TRADE MARK)

The International Specialty Co.
The PRESTOLENE People, Bridgeburg, Ont.

Order from your jobber, or The Harry Horne Co., 309 King W., Toronto. Leadlay, Limited, Bannatyne Ave., Winnipeg, Man.
Every package carries above guarantee in detail. Our travellers carry unique propositions.

ESTABLISHED 1849

BRADSTREET'S

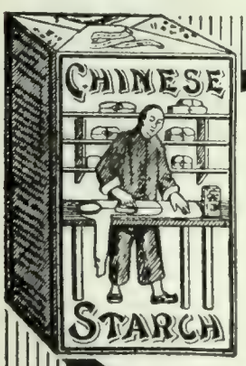
Offices Throughout the Civilized World

OFFICES IN CANADA

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Victoria, B.C.
Halifax, N.S.	Hamilton, Ont.
London, Ont.	Montreal, Que.
Ottawa, Ont.	Quebec, Que.
St. John N.B.	Toronto, Ont.
	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, General Manager Western Canada
TORONTO



Chinese Starch

THE STARCH FOR BEAUTIFUL WORK

Develop your starch trade by featuring the starch which gives complete satisfaction. "Chinese" is the starch that customers are so pleased with that they keep on re-ordering it.

OCEAN MILLS, Montreal

O. Lefebvre, Prop.

AGENTS: Standard Brokerage Co., Vancouver, B.C.; John J. Gilmor, Winnipeg, Man.; Harry Horne & Co., Toronto, Ont.; Norman D. McPhie, Hamilton, Ont.; The Lawrence Nfld. Co., Ltd., St. John's, Nfld.; J. J. McKinnon, Charlottetown, P.E.I.; Boivin & Grenier, Quebec, Que.; Eug. Foliot, St. Pierre, Miquelon; Scott, Boyd & Co., Port of Spain, Trinidad, B.W.I.; Desmarais & Gregoire, Chicoutimi, Que.; and all the Wholesale Grocers throughout the Dominion.

The Hall-Mark of Sardine Superiority

By Special Royal Permission.

The sardine lover is one of the most particular customers you have. This is a demonstrated fact, and the sale of a poor quality article will have the effect of driving such a customer from your store.

"KING OSCAR" on your sardines is a real insurance against dissatisfied patrons.

You can't afford to take chances — stock "King Oscar" Sardines and you are sure of the finest, uniform sardines carefully packed in pure olive oil. Get them from your wholesaler.

INSIST ON "KING OSCAR" BRAND.

CANADIAN AGENTS

J. W. BICKLE & GREENING

(J. A. Henderson)

HAMILTON, CANADA

THE

British Columbian Fisheries, Limited

Salmon Packers

SALMON BRANDS:—
"Location"
"Dreadnaught"
"Aliford Bay"

FRESH FISH

FISHING STATIONS:—
Skidegate
Aliford Bay
Cumshewa

Manufacturers of FISHMEAL, FERTILIZER, and SKIDEGATE DOG FISH OIL and RAT FISH OILS

OFFICES—
Bank of Ottawa Building
VANCOUVER

25 Victoria St.
LONDON, ENG.

Telegrams "Fishfoods" Vancouver

Superlative Quality Consistently Maintained

Malcolm's preserved milk products are noted for their high and unvarying quality—only the richest and purest cow's milk being used.

Grocers should tone up their stocks with the Malcolm lines. Your customers will appreciate them.

Order from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax. We will prepay freight up to 50c per 100 lbs.

St. George Evaporated Milk, 4 doz. in case $3.60
Princess Condensed Milk, 4 doz. in case.. 4.50
Banner Condensed Milk, 4 doz. in case... 5.25

J. Malcolm & Son, St. George, Ont.

Paterson's Worcestershire

—the sauce that makes the dinner.

It is a delicious complement to any fish, fowl or steak. Any kind of meat is made more delicious and has that appetizing tang so much desired by the English country gentleman at his hunting dinner and which is growing in great favor in Canada.

STOCK PATERSON'S FOR GOOD BUSINESS

Rowat & Co.

Glasgow, Scotland

CANADIAN DISTRIBUTORS

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba, and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

Pacific Coast Fish

Order your requirements from the most progressive fish concern on the continent.

The Canadian Fishing Company, Limited

VANCOUVER, BRITISH COLUMBIA

Producers and shippers of all varieties of fish — fresh, frozen, smoked, salted and kippered.

Write us for prices and information.

Quality and Service Unequalled

ADS AND SALES

By HERBERT N. CASSON

A Study of Advertising and Selling from the Standpoint of the New Principles of Scientific Management

Something in it for Every Advertiser, Advertising Manager, Corporation, Salesman, Sales Manager, American Business Man.

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Chapter
I. Can the Principles of Efficiency be Applied to Sales?
II. Efficient Salesmanship
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IV. Face to Face Salesmanship
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X. The Future of Advertising
XI. Public Opinion
XII. The Professional Outsider

PRICE, $2.00 NET

Postage, 13 cents additional

TECHNICAL BOOK DEPARTMENT

MacLean Publishing Co.,
143-149 University Avenue, Toronto

BRUNSWICK BRAND

WILL WIN FOR YOU a larger and more profitable fish trade. The high quality of "BRUNSWICK BRAND" SEA FOODS has produced a large trade, which, combined with conscientious business methods, is constantly increasing. When the dealer sells Connors Bros.' Brands he is selling goods that have proven winners with the general public.
Located close to the fishing grounds, we get the pick of the fishermen's catches—the plant is modern and strictly sanitary, and is operated under the most ideal conditions. "BRUNSWICK BRAND" SEA FOODS come perfect to the consumer.

Our Chief Sellers:

¼ Oil Sardines	Kippered Herring
¾ Mustard Sardines	Herring in Tomato Sauce
Finnan Haddies	Clams
(oval and round tins)	Scallops

CONNORS BROS., LIMITED

Black's Harbor, N.B.

AGENTS:—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

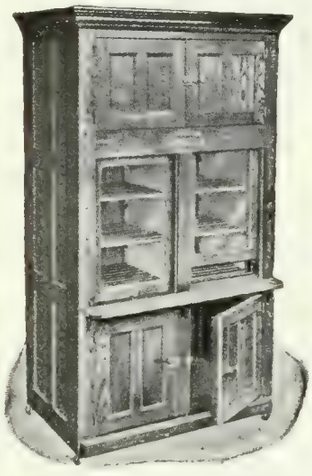
PROFITABLE SELLERS

EUREKA
REFRIGERATORS

fill the requirements of the modern store

The experience of over a quarter of a century is behind the manufacture of Eureka Refrigerators. All the most modern improvements for perfect refrigeration on strictest sanitary principles are embodied in the **Eureka.**

Before buying secure one of our catalogs containing prices and explaining in detail the workings of the **Eureka** dry cold circulating air method.



Eureka Refrigerator Co.,
Limited
54 Noble Street TORONTO

Montreal Representative
JAMES RUTLEDGE, Tel. St. Louis 3076
Distributing Agents, Walter Woods & Co., Winnipeg
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

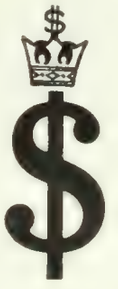
—appetizing Relishes

There are no relishes that will give your customers better satisfaction or a longer lasting favorable impression than the deliciousness of

STERLING Brand RELISHES

If you are not a salesman of Sterling Brand Products you will be surprised at the immense demand that is immediately created where these lines are introduced. The Sterling line includes, Relishes, Pickles (Sweet and Mixed), Chow, Chow, Sauces, Catsups, Summer Drinks, Flavoring Extracts, Crushed Fruits, etc, etc.

THE
T. A. Lytle Co.
Limited
Sterling Road, Toronto



Dollars Crowned

The dollars you take in for Young-Thomas soap products during the next few months while fall housecleaning is in full swing will be crowned not only with profits for you but also with the mutual satisfaction of your customers.

"PURITY" LAUNDRY SOAP, a cake soap for those who prefer soap in the lump form. Gives splendid satisfaction.

"YOUNG-TOM" WASHING POWER for washing clothes, floors, dishes, windows, etc., performs a maximum of service with minimum labor. It does not injure the hands.

UNCLE TOM TAR SOAP A perfect shampoo soap and a boon to roughened complexions and hands. Fragrant and soothing. A most pleasing adjunct to the bath.

GLYCERINE PUMICE, a soap which thoroughly cleanses the hands without injury to the skin.

PURE OLIVE OIL SOAP. The purest soap made. A splendid cleanser and a toilet delight for particular people. Wash the Baby with Pure Olive Oil Soap.

We also make Liquid Olive Oil Soap, Liquid Olive Oil Shampoo, and Liquid Tar Shampoo.

GET OUR PRICES.

Young-Thomas Soap Co., Ltd.
Regina, Sask.

NOTHING ELSE WILL DO

They get the habit early in life and it lasts—as youngsters they are told to get

WINDSOR TABLE SALT

—and they get it; any other salt is refused then and when they are "grown-up's." Cultivate this habit and retain the good-will from first to last by offering Windsor Salt first.

CANADIAN SALT CO., Limited
WINDSOR ONTARIO

A Good Profit For The Grocer

There is a good profit for the grocer in selling Shirriff's True Vanilla Extract — an extract that has been popular with Canadian house-keepers for thirty years.

Besides the profit, there is the feeling of satisfaction that comes from selling a high-grade product—a product you will never be called upon to apologize for.

Shirriff's True Vanilla invariably gives the utmost satisfaction to the user, and adds to the prestige of the store that sells it.

Shirriff's True Vanilla

Imperial Extract Co.

Toronto

Is your business growing—the McCaskey grows with your business

The Expansion Type Register is the latest and exclusive feature of

The McCaskey

ONE WRITING

Account System

Showing Electric Recorder and Cash Till

Write for further information on the many good features of the McCaskey. Every dealer who does a credit business **needs** this account register system. It absolutely prevents any possible error. Your customers know as well as you do every time a transaction is made, just how their account stands. One writing does it—no delay in looking up books, no lost time, no working after hours.
Write to-day, it puts you under no obligation whatever.

Manufacturers of "Surety" Carbon Back Counter Check Books

THE

Dominion Register Co.

LIMITED

TORONTO ONTARIO

Trafford Park, Manchester, Eng.
Melbourne, Australia

The Largest Manufacturers of Carbon Coated Salesbooks in the World

Canadian Grocer

October 10, 1913

FALL CAMPAIGN NUMBER

Making Sales Above Actual Demand

will be the keynote of this bright, attractive and practical number.

Creative salesmanship as applied to Fall and Christmas goods. will be illustrated from the actual experiences of successful grocers in every part of Canada.

Every year this Fall campaign number meets with a more cordial welcome from our readers because it helps them increase their sales.

Your advertisement in this issue will interest thousands of salesmen, retailers and their clerks in pushing the sale of your goods during the busy Fall and Christmas season.

Write for particulars.

Canadian Grocer

Publication Office

143 University Avenue

Montreal TORONTO Winnipeg

PACKARD'S BLACK "O" Shoe Polish

One of the best 10c. lines on the market

EASY { TO APPLY / TO GET A SHINE / TO SELL

The HUSTLER'S FRIEND

A pleased customer calls again.

Have you one of our Dressing Price Lists? If not, write us.

L. H. Packard & Co. Ltd.
MONTREAL

Keep these packages on your shelf

Keating's Insect Powder

An insecticide with a world-wide reputation. Now enjoying a rapidly increasing sale in Canada.

Will kill, or drive away, any form of household insect. Harmless to human or animal life. Order through your wholesaler.

Keating's Powder Kills Bugs.

Dust on The Floor Means Dust on The Sunbeam. That Means Dust all Over.

Keep the Dust Down by Using

ANTI-DUST

After you find how nicely it works, tell your Customers all about it.

For Attractiveness of Tin and Quality of Powder You Can't Beat ANTI-DUST.

Sapho Mfg. Co., Limited
MONTREAL

ADS AND SALES

A Study of Advertising and Selling from the standpoint of the New Principles of Scientific Management.

By Herbert N. Casson.

An Invaluable Book for the Manufacturers, Sales Managers, Salesmen, Etc.

This is the first book which has attempted to apply the principles of Scientific Management to the Problems of Sales and Advertising.

Cloth-bound, Limited Edition, 167 pages.

Sent Postpaid on Receipt of $2 to any Address.

Technical Book Department

MacLean Publishing Co.
143-149 University Avenue, Toronto

CLASSIFIEDADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

FOR SALE

NEW ARCTIC REFRIGERATOR, SIZE 7 ft. x 9 ft. x 10 ft. high (up-to-date), bargain for quick sale. Also new Toledo Scale. Apply Box 322, Simcoe, Ont.

GOOD GOING GROCERY BUSINESS FOR sale. Averages $600.00 weekly. Rent or sell building; 3 stories. Owner going West. Apply Box 491 Canadian Grocer

HIGH-CLASS GROCERY BUSINESS IN LIVE city west of Winnipeg, in Sask., population over 25,000. Party in poor health and must sell. Sales will average $60,000 per year. Stock is turned over fifteen times a year. Fixtures and stock will run about $7,000. Possession at once. $2,000 cash, balance on very easy terms. Apply Box 492, Canadian Grocer, Toronto.

GROCERY FOR SALE

HIGH-CLASS GROCERY AND PROVISION business and fixtures for sale. Situated in Toronto, on corner in rapidly growing locality. Modern equipment; 2 delivery outfits, coffee mill, computing scales and interior fittings. Lease can be renewed at reasonable terms. Communicate direct with us, D. M. Johnson & Co., Real Estate, 948 Gerrard St. E., Toronto.

REPRESENTATIVES WANTED

A SIDE LINE FOR COMPETENT SALESmen—a commission of 25% will be paid to salesmen of ability calling on grocery, drug, cigar stores, confectionery stores, etc., throughout Canada. Strictly high-grade goods manufactured by largest concerns in Canada. Only men of ability need apply, and by letter only. H. Jackson, Room 724, 64 Wellington St. W., Toronto.

SIDE LINES WANTED

TRAVELLER CALLING ON THE RETAIL trade and mines in Northern Ontario would like some good side line. Address A. L. Box 155, Byng Inlet, Ont.

MISCELLANEOUS

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro', Ont., solicits your orders.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St., West, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. tf

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

FIRE INSURANCE, INSURE IN THE HARTFORD. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice street, Toronto.

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

LIKE EVERY SUCCESS

MAPLEINE

has been followed by imitations and would-be substitutes, but remains pre-eminent as

AN ORIGINAL FLAVOR

It won't cook or freeze out. Order from your Jobber, or:
Frederick E. Robson & Co., 25 Front St. E., Toronto, Ontario.
Mason & Hickey 287 Stanley St., Winnipeg, Man.

The Crescent Mfg. Co.
SEATTLE, - WASH.

CIGAR EXCELLENCE
BEN BEY
10 Cents Worth of Delight

Your customers will appreciate your stocking this leader. Not only look good in the case but **smoke good**. Give them the best.

Write us or ask your jobber.

Ed. Youngheart & Co., Montreal

FOR SALE
AS A GOING CONCERN

in Neepawa, Manitoba, Oatmeal Mill, 550-bbl. capacity every 24 hours, all new machinery in 1912; Engine Room, 33 x 32 x 12 high; Boiler Room, 33 x 32 x 13 high; Elevator, 45,000 bushels capacity, 36 x 50 x 45 high (fully equipped); Chop House, 21 x 36 x 24 high. Office building, two storeys, 21 x 36 x 24 high; Vault and Basement Warehouse, 34 x 90, 3 storeys (with elevator), 3 Warehouses, 24 x 36 x 18 high; 1 Stable; Flour Warehouse, 61 x 26, 2 storeys; Workshop, 24 x 16, also large quantity of land. Will sell at a bargain. First-class opportunity for a live miller.

For prices and full particulars, apply to

NICHOLSON & BAIN
Wholesale Commission Merchants,
WINNIPEG, MANITOBA

SAFETY FIRST

Think of the mercantile houses, large and small, which GO TO THE WALL because they fail to "play safe." Many a failure could be averted, many a hard season bridged over if you would just make sure you don't lose a lot of credit accounts.

Allison Coupon Books

are safety insurance for the retailer who does credit business. And they promote system, accuracy and economy.

HERE'S HOW THEY WORK

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no disputes, no errors, no time wasted.

For Sale Everywhere by Jobbers.

Manufactured by

ALLISON COUPON CO.,
Indianapolis, Indiana, U.S.A.

When writing advertisers, kindly mention having seen the ad. in this paper.

Buyers' Guide

WRITE TO
10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
if you are interested in Irish trade.

O. E. Robinson & Co.
Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - - Ontario
Established 1886.

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

COMTE BURNT OUT
Premises Gutted. All Correspondence Destroyed—All applicants for agency for our Superior Coffee please repeat application.
A FEW MORE GOOD AGENCIES OPEN
AUG. COMTE & CIE., LIMITEE
P.O. Box 2963, MONTREAL

Importers and Brokers Wanted
THROUGHOUT THE DOMINION FOR
WELL KNOWN OLD COUNTRY
TOFFEES PRESERVES
BOOT POLISHES HEALTH SALINE
FLY-CATCHERS, ETC.
Apply EDWARD KIDD & CO.
1090 Hamilton St., VANCOUVER, B.C.

Readers of The Grocer, Let Us Know Your Wants

The Canadian Grocer is in a position to secure information on new lines in the grocery trade, and of novelties occasionally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Canadian Grocer you are entitled to this service.

GRATTAN & CO., LIMITED
ESTD. 1825
The Original Makers of
BELFAST GINGER ALE
Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

SUCHARD'S COCOA
The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.
FRANK L. BENEDICT & CO.
Agents Montreal

HOLLAND RUSK

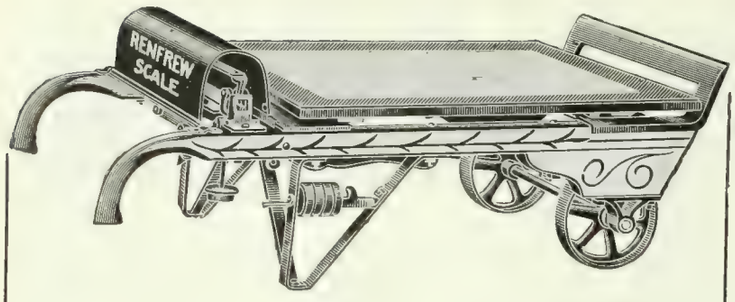
A friend to the grocer, because its popularity means increased sales. Goods that have ready sale, are profitable ones to handle.

HOLLAND RUSK COMPANY
HOLLAND, MICH.

When writing advertisers, kindly mention having seen the ad. in this paper.

BUY
STAR BRAND
Cotton Clothes Lines
AND
Cotton Twine
Cotton Lines are as cheap as Sisal or Manila and much better
For Sale by All Wholesale Dealers
SEE THAT YOU GET THEM

D. & J. McCallum
Perfection Scotch
Whiskey
One of the most widely advertised Scotch Whiskies of the day. McCallum's Perfection Scotch is distinctive in flavor, and is noted for its mellowness of age. It does not have that "smoky" taste of most Scotch whiskies.
Stock McCallum's Perfection
WM. E. McINTYRE, LIMITED
General Agent
23 WATER STREET ST. JOHN, N.B.



An Important Announcement

Subscribers of this paper will be glad to learn that they can now procure the Renfrew Handy Two Wheel Truck Scale without difficulty. It can now be obtained from any agent of the Renfrew Machinery Company, Limited, as this company has lately taken over the products manufactured by the Renfrew Scale Company.

The Renfrew *Handy* Two Wheel Truck Scale

is a worthy companion for the Standard Cream Separator and the Renfrew Standard Gasoline Engine — the two famous products of the Renfrew Machinery Company.

If you have experienced difficulty in procuring or in seeing one of these scales because of the lack of representation in your locality, drop us a line and we will tell you the name of the nearest agent of the Renfrew Machinery Company. We have fifteen hundred agents in Canada, one of which must be quite handy to you.

The Renfrew Handy Two Wheel Truck Scale is a scale and a truck combined. It will pay for itself twice over in a very short time. No farmer can afford to be without one any more than he can afford to do without a close-skimming cream separator, like the Standard, or a labor-saving engine like the Renfrew Standard.

The Renfrew Machinery Co.,
LIMITED
Head Office and Works, Renfrew, Ont.

Sales Branches at Sussex, N.B.; Saskatoon, Sask.; Calgary, Alta. Agencies Almost Everywhere in Canada.

Every Household Has Use for Arrowroot!

Day by day hundreds of people are learning the wonderful food properties of St. Vincent Arrowroot

At the Canadian National Exhibition, Toronto

This popular food is being introduced to the multitudes; descriptive booklets containing recipes, etc., are being distributed. Be sure and put this exhibit on your calling list.

ST. VINCENT ARROWROOT

can be made up into so many and so delightful dishes that its popularity is easily explained. Medical science is loud in its praises of St. Vincent Arrowroot as a dish for infants and invalids, because it is so strengthening and easily digested.

You have but to acquaint your trade, Mr. Grocer, with the fact that you have St. Vincent Arrowroot and you can be sure of a steady sale. There's good money in it, too.

Write the Secretary for information and samples.

St. Vincent Arrowroot Growers' and Exporters' Association

KINGSTOWN, - ST. VINCENT, B.W.I.

AGENTS: Wallace Anderson, 49 Wellington St., Toronto
L. H. Millen, Hamilton, Can.

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TEAS! TEAS!

JAPAN TEAS.

In 30 and 40 lb. boxes. In 80 and 90 lb. half chests.

We specially recommend

VICTORIA & PRINCESSE LOUISE

India **Ceylon** **Congou**

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In 90 lb. chests. In 50 lb. half-chests.

Ceylon Green Teas

"Duchess" and "Lady" Brands in half chests.

CHINA TEAS

Imperial **Pea Leaf** **Pin Head**

In 30 and 45 lb. boxes.

YOUNG HYSON

In boxes and half chests.

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In 70 and 80 lb. boxes.

Always in stock, package teas:

"SALADA," "LIPTON,"

"TAMILKANDE"

The King of Champagne

PIPER-HEIDSIECK

Over 128 years since first bottles appeared.

Write, Phone, Wire.

Laporte, Martin, Limitee

568 St. Paul St., - Montreal

Telephone Main 3766

A LOT LESS RUBBING NO MORE MONEY

—from the housewife's view-point

The good housewife appreciates fully the services given her by this pair of wash-day requisites. They eliminate to a very great degree, the hard rubbing of wash day and thereby save the clothes as well as much hard labor.

It is evident that these soaps are reaching the heart of the people from the monthly increase in sales that our books show. In selling them you give the housewife the maximum of real value, and make a full 26½ per cent. on your investment.

Sold through the wholesale trade.

Sanitary Cans

"The Can of Quality"

Tomatoes, Peaches, Pears, Plums, Apples.

Enamel Lined Cans for Strawberries, Raspberries, Beets.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Telfer's Reception Wafers

Telfer's Oatmeal Crackers

-the biscuits people like

These biscuits must be increasing in popularity from the steady increase in our sales, which is indeed phenomenal. Telfer's Graham Wafers are the kind people like because they are ever crisp and delicious.

They appeal to all classes of trade and satisfy the experienced buyer as well as the uninitiated, merely because they know what they like without knowing why.

Send for rush order and try out our lines.

TELFER BROS., Limited
COLLINGWOOD - - ONTARIO

BRANCHES:
TORONTO BRANTFORD HAMILTON WINNIPEG
FORT WILLIAM EDMONTON

Telfer's Vanilla Wafer's

Telfer's Cheese Wafers

No Flies in My Store NOW

All Grocers Read this certificate.

WILSON'S FLY PADS DID IT.

M. Gleeson, Clerk of Division Court.

Greenwood, Ont., Aug. 11th, 1913.

To CANADIAN GROCER, Toronto.
Dear Sirs:—

Re. Flies.

On the back page of "Grocer," I carefully noticed The Wilson Fly Pad Co. ad. Selling all kinds of fruit, meats, sugar, etc., we found our store full of flies—yet everything screened; but doors flying open every minute, we got loaded up with flies.

I carefully looked over Wilson's Ad—fully carried out their instructions. Results, I think we swept out a gallon of flies Monday morning. And, strange to say, we, on opening up on Monday morning, can't find or see a single live fly. I have told my customers, darken down your house on Sunday—leave a bright spot and only one. Take 6 white plates, use Wilson's pads—put a little sugar and water on pads and in three hours you get all the flies. Swatting is not in it. One package of Wilson's Fly Pads will destroy more flies in three hours than a dollar's worth of any other destroyer.

The ad in "Grocer" should be in every house and millions of the worst pest in any country would soon be destroyed.

Yours an old subscriber,
M. GLEESON.

THE WILSON FLY PAD COMPANY

HAMILTON, ONT.

MARITIME BOARD OF TRADE NUMBER

CANADIAN GROCER

ONLY WEEKLY GROCERY PAPER PUBLISHED IN CANADA

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII. PUBLICATION OFFICE: TORONTO, AUGUST 29, 1913 No. 35

A Natural Remedy

There is no simpler, safer, or more agreeable preparation than

ENO'S 'FRUIT SALT'

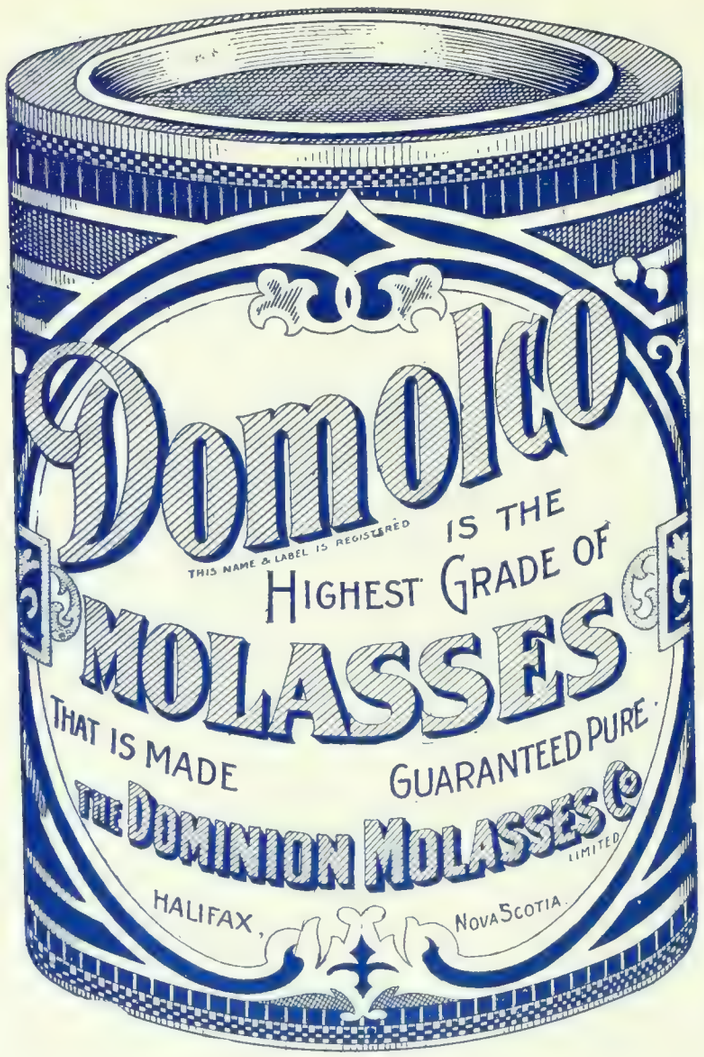
The approved remedy for driving out disease germs. Its action is quick and thorough. It clears the intestines, rouses the torpid liver to new life, stimulates the mucous membrane to a healthy action, and cleanses and invigorates the whole digestive tract.

For more than thirty-five years Eno's Fruit Salt has been before the public both at home and abroad.

Largely advertised and well established it is now in good demand and is therefore bound to carry with it enquiries for other lines.

Should consequently be stocked by all Chemists, Grocers and Stores.

Prepared only by J. C. ENO, Limited, 'FRUIT SALT' Works, London, Eng.



More "DOMOLCO," Please—

That's the molasses call that is heard from every side. It's the call at the family table, it's the call at grocery store (where handled). This demand for "Domolco" is "profit music" to the dealer's ear.

DOMOLCO

is the highest grade sugar-cane molasses that is made and is guaranteed PURE. Every package bearing this registered label contains the acme of molasses perfection.

Domolco is the table delicacy of the masses—every progressive dealer should handle.

THE **Dominion Molasses Co.,** Ltd.
HALIFAX, N.S.

"Griffin & Skelley's" Canned Fruits

Canned Apricots, Canned Peaches, Canned Grapes, Pears, White Cherries, Black Cherries, Blackberries, Damson Plums, Egg Plums, Golden Drop Plums, Greengages, Raspberries, Strawberries and Pineapples—fruits of recognized canned excellence. By the name "Griffin & Skelly," you shall know these products as safe canned fruits to buy and sell.

G. & S. Asparagus

has all the delectable charm of the tender blades freshly cut from the Griffin & Skelley private beds on the banks of the Sacramento River. Almost within an hour from the time it leaves its growing place it is ready to can and seal—all the original piquant flavor and all the delicacy of the fresh young stalks is thus retained.

Standard trade-marked goods are a bulwark of safety, and as desirable to have on your shelves as money on your passbook, for they turn themselves quickly—and with absolute certainty.

Hawaiian Pineapple

The virtue of absolute cleanliness is firmly linked to that of evenness of quality in the Griffin & Skelley line of canned Pineapple. The standard of excellence remains as fixed as the stars—it never varies. This is a line of known Quality goods that will positively give you a quick turn-over.

Seedless Not Seeded

A distinct fancy variety of **Absolutely Seedless Raisins** cured in the sun. Most highly flavored, most wholesome and the cleanest. The Griffin & Skelley line of dried fruits and vegetables are known as the standard for evenness of quality and packing. Your customers will appreciate it if you sell them this pack.

Arthur P. Tippet & Co.

Agents

Toronto *Montreal*

Red Hot Bargains

SPOT SALMON

We offer for prompt shipment at the following prices F.O.B. Toronto:

"British American Brand" Finest Fraser River Sock Eye, 1 lb. talls, at, per dozen **$2.35**

"Sovereign Brand," Finest Fraser River Sock Eye, 1 lb. talls, per dozen **2.40**

"Yukon Brand," Cohoe Red, per dozen **1.50**

"Autumn Leaf Brand" Sock Eye, half pound flats, per dozen **1.35**

A limited quantity of Pink Salmon, at, per dozen **90c**

"Salad Brand" Pink, ½ lb., per dozen **65c**

"Caledonia Brand" Pink, ½ lb., per dozen **65c**

5 case lots, assorted, 5c per dozen less than above.

Large quantities of the above brands have already been sold, and the stocks in hand are limited. Be wise and get your order in at once.

All prices F.O.B. Toronto.

Order your Salmon to-day.

Exhibition Visitors:

We will be very pleased to have you call and see us and make our offices your headquarters while in the city.

The

Canada Brokerage Co.

LIMITED

TORONTO

No. 35.

Every dealer needs a good coffee mill. Investigate the

Elgin National

Read this thru and then send for catalog and further particulars about the Elgin National—the mill renowned for speed in grinding and perfectness of manufacture. The first cost is the only cost—there are no additional running expenses. The price is lower than most others.

About Elgin Mills.

They are equipped with the new style force feed **Steel cutting** grinders.

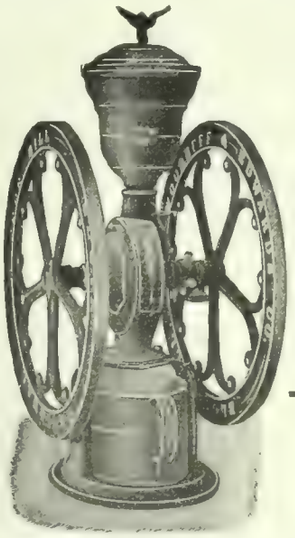
Are fitted with a **Special Adjuster** (on Elgin Mills only) which regulates for fine or coarse grinding while in motion.

They are the fastest grinding (3¼ lbs. per minute being the capacity of the larger sizes).

Easy running, latest designs and are unsurpassed for beauty and finish.

Elgin Mills are the highest standard of excellence.

New catalog containing prices can be had by writing any of the following:



No. 40.

MONTREAL—The Canadian Fairbanks Co. (and branches).
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
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SASKATOON—Campbell Wilson & Adams, Ltd.
EDMONTON, ALTA.—The A. MacDonald Co.
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MADE BY **Woodruff & Edwards Co.**

ELGIN, ILL., U.S.A.

BORDEN'S

Make Your To-morrow's Success a Certainty

By pushing and selling to-day, the best standard goods—goods that are known for their superior quality and purity, the kind you can **honestly** recommend—your to-morrow's success is a certainty.

Borden's Milk Products have held the pinnacle position for quality and purity for over 56 years. They have proven the best for increasing your profits and laying a foundation for future business.

Sell Borden Brands and be a success.

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 12 Arcade Building Vancouver, B.C.

BORDEN'S

Jams Jellies

E D S

E.D.S. purity is above question ? E.D.S. purity is absolute

Fresh from the berry bushes or trees come the E.D.S. fruits; they are packed a few hours after being picked, ensuring freshness, deliciousness and full fruit flavor. All fruit is carefully selected after being picked and positively no glucose or any preservative is added whatsoever. E.D.S. fruits are pure all through. Proven by Government analysis, see Bulletin No. 244.

A good number of our new packs of fruits are now ready for shipment. Get your orders in now for immediate delivery. *Our prices cannot be beat, considering the quality of the goods.*

E. D. Smith & Son, Ltd.

WINONA, ONT.

AGENTS: NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.

Sell "Simcoe"

the brand of Baked Beans that is 100% pure food—that gives 100% satisfaction.

Don't fail to call your customers' attention to the highly important fact that the high cost of living does not apply to Simcoe Baked Beans. One tin contains enough beans for an entire family.

Progressive Canadian grocers are selling more Baked Beans than they ever did before. These grocers have found it to be a very profitable policy to push hard our SIMCOE BAKED BEANS. They are hand-picked beans, oven-baked, and solidly packed under sanitary conditions. Can be had either plain or with chili or tomato sauces. They are 100% pure food and give 100% satisfaction to your patrons.

Dominion Canners

Limited

HAMILTON, CAN.

A "Schooling" in Fish
The Fisheries Exhibit

Our booth at the Toronto exhibition will give you a number of lessons on the proper handling of fish. After you have seen and learned, do not overlook putting everything into practice in your own store.

Here are the Choicest and Best Brands of Fish on the Market To-day
CANADA BRAND—
Pure Boneless Cod Fish
SKINLESS FISH—
Eastern Fifties and Hundreds
OCEAN BRAND—Haddies, Fillets, Kippers, Bloaters
LARGE DRIED CODFISH BY THE QUINTAIL
LARGE FAT JULY SALT HERRING BY CAR
LET US KNOW YOUR REQUIREMENTS

For purity, tastiness and delicacy the above brands are absolutely in a class by themselves. Don't give your customers anything but the best. In other words let us fill your wants.

The North Atlantic Fisheries Limited

Head Office:
HALIFAX, N. S.

Selling Branch:
47 William St., MONTREAL

Clark's Pork and Beans

ARE NOTED FOR THEIR RELIABILITY and SUPERIORITY

It would be superfluous to tell you, Mr. Grocer, that your customers value the above attributes in the goods they purchase, but we would like to remind you that the public have for years shown their lively appreciation of the fact that CLARK'S PORK AND BEANS are easily the leaders in this respect.

It could not possibly be otherwise, for the extreme care that is exercised to ensure that nothing but the BEST is used ALWAYS in their preparation is more than a guarantee of their QUALITY.

Compare your sales and see if our claim is not correct.

PLAIN CHILI TOMATO SAUCE

ALL SIZES

W. CLARK, - MONTREAL

The Machine that made REDPATH Package Sugar Possible, is in operation at the Exhibition

The advantages both to housewife and merchant of having small quantities of sugar put up in Sealed Cartons at the Refinery has long been recognized. But until the development of the wonderful machine shown in the **REDPATH** Sugar Booth in the Process Building, at the Exhibition, this plan was not practical.

This machine, which fills, weighs and seals 2 or 5-lb. Cartons faster than several men could do it, has cut the expense of putting up the sugar in clean, attractive cartons, far below what it costs the grocer to weigh out the old style, fragile paper bags.

It makes it possible for the consumer to get absolutely clean, pure sugar in a substantial, convenient package—sugar that has never stood around in an open barrel or been touched by human hand.

Be sure you see this New and Better way of putting up REDPATH Extra Granulated Sugar---

Canada's Best for over Half a Century

THE TEST OF TIME

For more than forty years, Electric Paste Stove Polish has met every requirement of thousands upon thousands of critical housekeepers. What more could you ask? Have you tried it yet?

For Sale By All First-Class Jobbers in Canada.

WE WANT A MAN

of good character, in each city, town and village in Canada, where we are not already represented, to act as our

SPECIAL CIRCULATION REPRESENTATIVE.

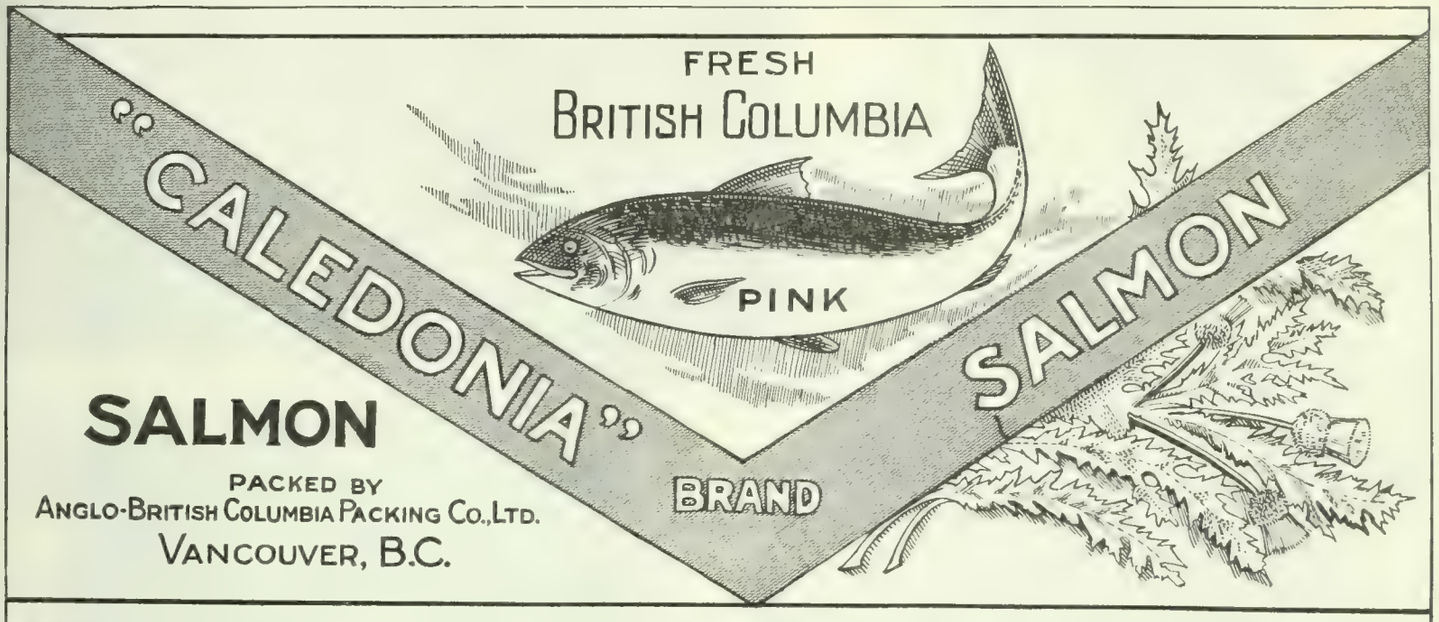
Work is dignified and educative. Previous experience unnecessary. Duties at first need not interfere with your present employment.

WE WILL ASSIST THE RIGHT MAN TO BECOME INDEPENDENT FOR LIFE.

If you are making less than $100.00 a month, and are trustworthy and ambitious to learn and become competent to handle our business in your vicinity, write us at once for full particulars.

MACLEAN PUBLISHING COMPANY,
143-149 University Ave., Toronto, Ont.

Fresh British Columbia



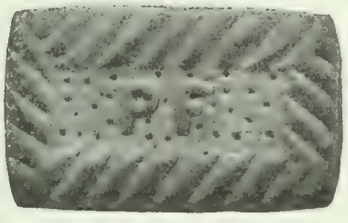
H. Bell-Irving & Co.,
Limited (Agents)
Vancouver, B.C.

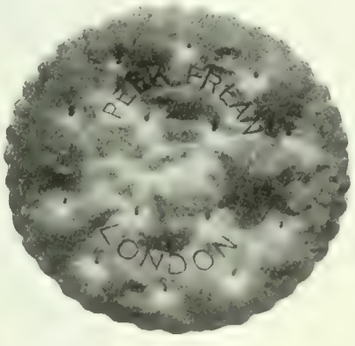
SALMON

Selected Fish

Early Run

THREE VERY POPULAR BISCUITS





P.F SHORTCAKE
Delicious shortbread biscuits.
About 32 to pound.
About 325,000,000 sold first year.

GOLDEN PUFF
Very light and flaky.
About 42 to pound.

PAT-A-CAKE (reg'd)
Dainty shortbread squares.
About 60 to pound.
Over 425,000,000 sold in one year.

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Toronto—The Harry Horne Co., 309 and 311 King St. West, Toronto.
Ottawa and Eastern Canada—Frank L. Benedict & Co., Read Building 45 St. Alexander St., Montreal.

PEEK, FREAN & CO., Limited, Biscuit Manufacturers

LONDON - ENGLAND

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store —and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED

WALKER PATENTED BINS

Berlin, Ontario

REPRESENTATIVES:
Manitoba: Watson & Truesdale, Winnipeg, Man.
Northern, Sask.: North-West Specialty Co., Saskatoon, Sask.
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WALKER PATENTED BINS

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.

MEADOW CREAM SODAS

Delicious and Crisp

The value to the merchant and the satisfaction to the customer depends very largely on the length of time sodas stay fresh. Then, too, the ready sale of the sodas ensures quick turnover, and incidentally no stale stock.

Meadow Cream Sodas retain their crisp deliciousness indefinitely, and therefore sell readily. Have you tried them out? If not, introduce them to your patrons now. Send to-day.

The

W. J. Crothers Co.

Kingston, Ontario

THE BEST OF THEM ALL.

By Royal Letters Patent

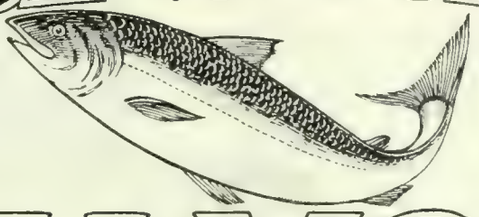
NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen, can be obtained from

W. G. PATRICK & CO. LIMITED

St. Paul St., Montreal.
York St., Toronto.

CHOICE SOCKEYE



SALMON

TRADE MARK
DIRECTIONS:
WHEN REQUIRED HOT PLACE THE CAN BEFORE BEING OPENED INTO BOILING WATER FOR TWENTY MINUTES
MAPLE LEAF BRAND

THE BEST PROCURABLE IN THE WATERS OF
THE GREAT PACIFIC COAST

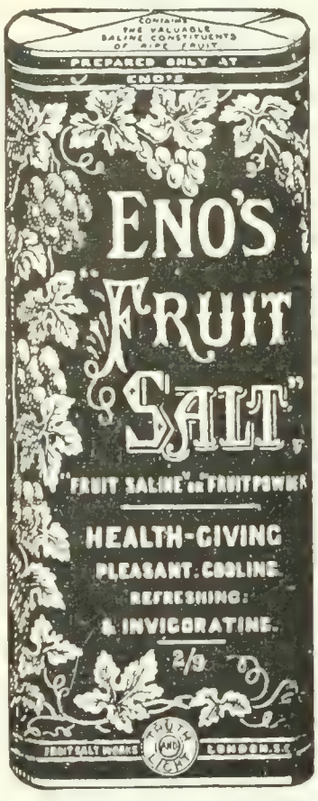
PACKED IN

ONE POUND **TALL TINS** ONE POUND **FLATS** HALF POUND **FLATS**

EVERY TIN GUARANTEED.

Every Household and Travelling Trunk ought to contain a bottle of

ENO'S "FRUIT SALT"



A gentle natural aperient that stimulates the organs of elimination.

A delightful sparkling draught that children like, that invalids can safely take without fear of griping or weakening effects.

Travellers need this valuable preparation to prevent sea-sickness, train-sickness, and illness caused by sudden changes of water or climate.

If you suffer from Constipation, Biliousness, or Indigestion, the regular use of

ENO'S "FRUIT SALT"

will promptly correct the disorders and greatly improve your general health.

This world-famous aperient has been in use for forty years, and to-day stands unrivalled.

"It is not too much to say that its merits have been tested from Pole to Pole, and that its cosmopolitan popularity presents one of the most signal illustrations of Commercial enterprise to be found in our trading records."

Sold by Chemists and Stores throughout the World

Prepared only by

J. C. ENO, Ltd., FRUIT SALT WORKS, London, S.E.

Your Best Advertisement

"WHERE DOES THE SHINE COME FROM."

BRASSO

is your customer's recommendation and women talk about what interests them. To sell good articles enhances your reputation and what better than

Zebra Stove Polish,

and

Brasso,

the metal polish which brightens all homes.

ZEBRA

STOVE POLISH

ROYAL SHIELD SPECIALTIES

Behind the **Royal Shield** label is a quality of goods that is appreciated by the better trade—unparalleled service for the grocer. Our offices and warehouses are situated at central distributing points as mentional below.

Among our lines are: Royal Shield Tea, Royal Shield Coffee, Royal Shield Jelly Powders, Shield Baking Powder, Royal Shield Extracts.

Drop a card to-day for trial order. It will pay you to get in touch with us.

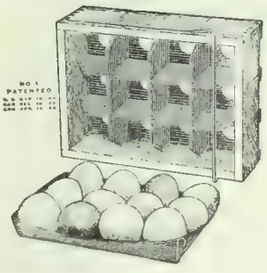
Campbell Bros. & Wilson, Ltd.
WINNIPEG

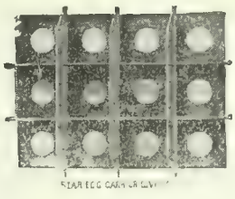
Campbell, Wilson & Adams, Ltd.
SASKATOON

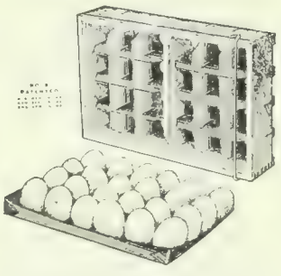
Campbell, Wilson & Horne, Ltd.
CALGARY, EDMONTON & LETHBRIDGE

Campbell, Wilson & Strathdee, Ltd.
REGINA

WHOLESALE GROCERS and IMPORTERS







ONE DOZ. SIZE

TWO DOZ. SIZE

YOUR CUSTOMERS are going to be pleased with a delivery which delivers the eggs whole, not smeared over the other groceries—without miscounts—and which does not compel them to leave their work to get a receptacle for the eggs. Satisfied customers make fine advertising for your store.

YOU CAN HAVE THIS KIND OF A DELIVERY by using **STAR EGG CARRIERS** and **TRAYS**, and as they **PAY FOR THEIR INSTALLATION** and make you profits, they are not even an expense but an investment.

JUST ASK A USER, then get a trial equipment from your jobber, and as soon as you begin using **STAR EGG CARRIERS** and **TRAYS**, your egg profits and satisfied customers are going to increase.

IF YOUR JOBBER CANNOT SUPPLY YOU, WE WILL.

CANDLING

The two dozen size, STAR EGG CARRIER, especially, used with extra STAR EGG CARRIER DIVISIONS, makes a fine candler at no extra cost.

Star Egg Carrier and Tray Mfg. Co.
1500 Jay St., Rochester, N.Y., U.S.A.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

Brantford Cold Storage Co.
LIMITED
Wholesale Produce Merchants
If you are in need of
HONEY
in any quantity write us for quotations
BRANTFORD, ONT.

Wire us for prices on Currants. We represent Mr. C. Ceroni, one of the best and most reliable packers in Greece.

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

Import—Export 'Phones { Office 2190 / Residence 1556

NORMAN D. McPHIE
MERCHANDISE BROKER
COMMISSION MERCHANT
MANUFACTURERS' AGENT

Handling General Grocery, Spice and Produce Lines

Federal Life Building
HAMILTON, - Ont., Canada

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents
and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

CONVENIENT, MODERN, WAREHOUSING
at Ottawa, tracks at the door, connection with steamers. Fireproof. Excise Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.,
46-52 Nicholas Street - - Ottawa

WESTERN PROVINCES.

H. P. PENNOCK & CO., LTD.
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturers wanting live representatives.

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

Eastern Manufacturers Limited
Manufacturers' Agents,
Saskatoon, Saskatchewan.
Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established. 15 Years
Domestic & Foreign Agencies Solicted

HOLLOWAY, REID & CO.
Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

W. H. Escott Co., Ltd.
Wholesale
Grocery Brokers
181-183 Bannatyne Ave.
Winnipeg, Canada
Branches Covering
All the Wholesale Centres in the West

When writing advertisers kindly mention having seen the advertisement in this paper

WESTERN PROVINCES—Continued

NORTH-WEST SPECIALTY CO.
Manufacturers' Agents
Cover Saskatchewan completely. All large centres visited monthly. Open for agencies for all kinds of Store Fixtures and Specialties. Warehousing facilities.
Suite 109 Willoughby-Sumner Stock
Saskatoon, Saskatchewan.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS
and
MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines, Domestic and Foreigh agencies solicited.

SIMPSON PRODUCE CO. Winnipeg Man.
Will be pleased to discuss with agents or manufacturers of Bakers', Butchers' or Grocers' specialties, the introduction of their lines to the Prairie Provinces—we go direct to the trade or through the Jobbers.
Dealers in High Class Produce and Provisions.
Simpson Produce Co. 248-252 Princess St.
Winnipeg Man.

LEADLAY LIMITED
332 Bannatyne Ave.,
Winnipeg, Man.
Grocery Brokers & Importers.
"Eiffel Tower Lemonade."
"Foster-Clarkes Cream Custard.

Manufacturers' Agents and Brokers' Directory

(Continued.)

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
352-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

O'Loane, Kiely & Co., Ltd.
WHOLESALE GROCERY BROKERS
CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY
We cover British Columbia and Alberta
Head Office - - Vancouver, B.C.
Reference: The Bank of Montreal.

C. E. DISHER & CO.
WHOLESALE GROCERY BROKERS AND COMMISSION AGENTS
CANNED AND DRIED FRUITS, BEANS, SALMON
Victoria VANCOUVER, B.C. Calgary

The CAMPBELL BROKERAGE CO.
Manufacturers' Agents and Commission Brokers.
We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.
857 Beatty Street . Vancouver B. C.

STUHR'S
GENUINE CAVIARE,
ANCHOVIES IN BRINE
(Salted Sardols).
In Tins and Glasses.
"Please ask for our offer"
C. F. STUHR & CO., HAMBURG.

OAKEY'S
The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

SHIP YOUR CARS TO
FERGUSON'S SIDING
Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.
FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.
We have records in our vaults covering ten years' satisfactory service.

The CHAMBERLAIN-DOWNEY
Company, Limited.
Wholesale Jobbers & Manufacturers' Agents.
Grocery, Confectionery and Tobacco Specialties.
Correspondence solicited on Domestic and Foreign Lines.
TRACKAGE AND WAREHOUSE,
1214 Homer Street, Vancouver, B. C.

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references.
Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

E. O. CORNISH
COMMISSION AGENT
Canned Goods a Specialty
821 Pender St. W., Vancouver, B.C.

FIREPROOF WAREHOUSE
We solicit your business for Storage and as Forwarding Agents.
The FIREPROOF WAREHOUSING CO., LTD., London, Canada.

McCANN & LANGFORD
Winch Building Victoria, B.C.
Manufacturers' Agents and Commission Brokers.
We can give special attention to a few good agencies. Anything we handle we push
References: Bradstreets, Royal Bank, Union Bank.

When writing advertisers kindly mention having seen the advertisement in this paper

The failure to stock some standard commodity may be the means of a merchant losing trade.

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you
If you have a bad headache,
If you are feverish
If you do not sleep well,
If you are nervous
If you have LaGrippe,
If you suffer from neuralgia
These powders are very good for children cutting their teeth
18 Powders for 25 cents
DIRECTIONS

are recognized everywhere as a specific remedy in all cases of headaches, and they can be recommended by every merchant with perfect safety as an effective remedy. Don't lose trade by allowing your supply to run short.

If you don't know them, try Mathieu's Nervine Powders yourself at our expense as per coupon attached. For all forms of colds Mathieu's Syrup of Tar and Cod Liver Oil is recognized as a safe and effective cure.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name .....
With (Name of firm) .....
Street .....
City or town .....Prov.....

Tartan BRAND

THE SIGN OF PURITY

"TARTAN Salmon is the highest grade of fish packed. If you want a real trade winner, book up with our travelers for Fall delivery at the lowest price issued in many years.

TARTAN Brand Fruit and Vegetables as far as packed are the finest we ever opened.

Our Travellers have full particulars of all fall goods, Mediterranean Fruits, etc.

TARTAN Brand Spices, Extracts, Jelly Powder manufactured by us of highest quality. Full assortment of Wagstaffe's Jam and Imperial Golden and Silver Grain Vinegar.

When in a hurry for goods, 'phone us and experiment with us. We are the original quick shippers."

BALFOUR, SMYE & CO., Wholesale and Manufacturing Grocers HAMILTON

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax, - N.S.

A Seasonable Line

OUR NEW

Sandwich and Salad Olive

all ready for the table

Pimento Stuffed
Celery Stuffed
Plain Pitted

in salad form

Ask your wholesaler for this 8 oz. bottle.
Retails at 25c.

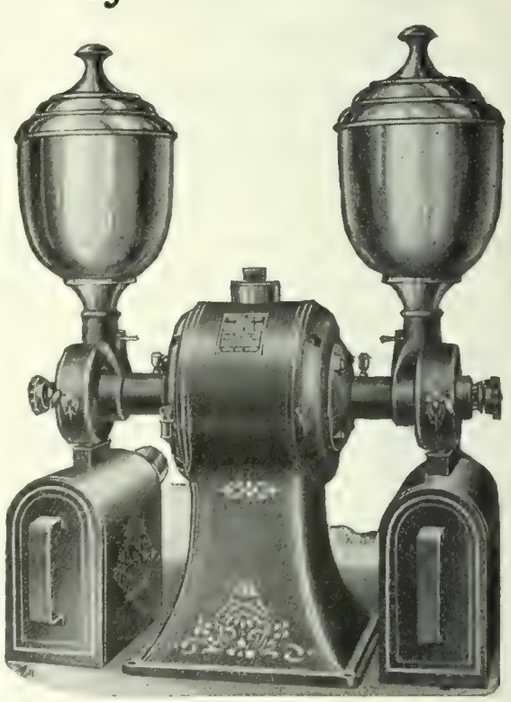
Gorman, Eckert & Co.

LONDON, ONTARIO

Western Selling Agents:
MASON & HICKEY, Winnipeg

More Than Ever in a Class by Itself

One of our 12 new models. Wouldn't it be a good idea then to look into the Coles? It ranks with the best and meets your price.
26 models of electric machines.
Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO.

1615 North 23rd St. PHILA., PA.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

ADVANCE IN SUGAR

Tuesday's advance together with the big crop of fruit will create a big demand for sugar. Order well ahead and order

St. Lawrence

All orders shipped the same day as received

BUY
"Redona" and "Matador"
SHELLED
ALMONDS

The most popular amongst the Grocery and Confectionery Trades

COSMELLI & COMPANY

Packers and Shippers of the well-known Red "C" and Red "B" Fruit Pulps.

Monument Buildings, London, England

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

A ROYAL TEA HOUSE

The United Kingdom Tea Co. are now starting to open up Agencies in all Towns and Cities of Canada, with only ONE HOUSE in each place that will control this TEA. Apply now to Kirkwood & Sons, 176 Dupont Street, Toronto. U. K. TEAS are put up mixed and black, in ½ pound packets; each case contains 30 lbs. Terms 60 days, freight allowed on 5-case lots from stock in Toronto.

30 cent quality will cost you	**24 cents**
40 cent quality will cost you	**28 cents**
50 cent quality will cost you	**35 cents**

Figure your profits and compare with other Package Teas.

In one sense this may be said to be a Royal Tea House. The United Kingdom Tea Company, Ltd., London, England, hold Warrants of Appointment to H.M. King George V., and H.M. Queen Alexandra, H.R.H. the Duke of Connaught, and others of the Royal Family; and are, likewise, Tea Merchants to both the House of Lords and House of Commons. The Company's tea is regularly supplied in the hotels and restaurants of the London and North Western Railway Company, the Great Western Railway Company, the Great Northern Railway Co., and the Great Eastern Railway Co., in upwards of three thousand other hotels and institutions, in numerous clubs, colleges, schools and hospitals, and to many of the canteens and messes of the Army, as well as to thousands of customers all over the world. The directors are Messrs. C. E. Ayshford, C. V. Henderson, and J. H. Morphew, and the continued success of the house is primarily due to these gentlemen, supported. as they are, by a picked staff, like themselves, of practical men. A long list of gold medals and awards carried off at great exhibitions attest to the value of the Company's output. There are branches at Dublin and Bombay, and Continental depots at Paris, Vienna, Berlin, Milan, Bucarest, and Galatz, whilst agencies exist in almost every part of the civilized world.

PROFIT

There is more in **JAPAN TEAS** than any other kind. Consignments of new crop (owing to its excellent quality) are picked up immediately on receipt of shipping samples.

FURUYA & NISHIMURA

PURE STRAWBERRY JAM
CHIVERS' QUALITY

We are in a position to protect you for your requirements in Strawberry and other Jams, either immediate or future delivery, and can supply you with CHIVERS' QUALITY.

Do not buy the first jam offered you, thinking you will not be able to secure your supplies. We can protect you, and besides guaranteeing delivery we can save you money and give you CHIVERS' Quality.

Our bookings are quite heavy owing to the complete satisfaction given by CHIVERS' goods in the past. Get in touch with our travellers or write us direct and take advantage of our SPECIAL 1913 INTRODUCTORY OFFER ON CHIVERS' LINES.

FENWICK, HENDRY & CO.

Manufacturing Wholesale Grocers
KINGSTON, ONTARIO

This is reason they buy Glassco's Jams

If a man can write a better book, preach a better sermon, or make a better mouse-trap than his neighbor, though he builds his house in the woods, the world will make a beaten path to his door.

—Ralph Waldo Emerson.

100% PURITY
100% QUALITY

IN

Glassco's Jams, Jellies, Marmalade and Catsup

Skim Milk may be pure but the Quality is gone—

We are getting the cream of the business because we have *supreme quality*—no pulp used—nothing but the choice ripe fruit—preserved with perfect cleanliness and care

"Everyone is buying it—eating it."

Try a small shipment—Satisfaction guaranteed or your money back.

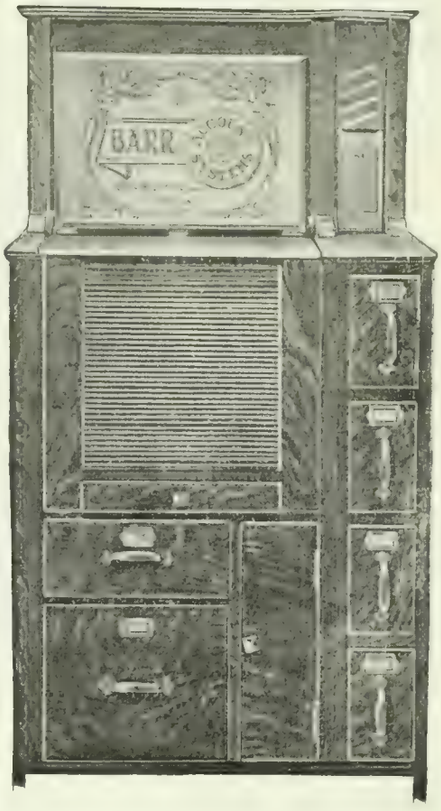
GLASSCO-LIMITED

HAMILTON and OAKVILLE

Preserving Plant, Oakville, Ont. A complete stock kept in Winnipeg.

Messrs. H. W. Glassco & Co., Agents—Confederation Life Building. Toronto—Messrs. Eby-Blain, Limited

See the Barr at the EXHIBITION



A CANADIAN INVENTION OF SUPREME MERIT, THE BARR ACCOUNT REGISTER

You have been reading about it, see it for yourself.

Manufacturers' Annex

(Under grand stand)

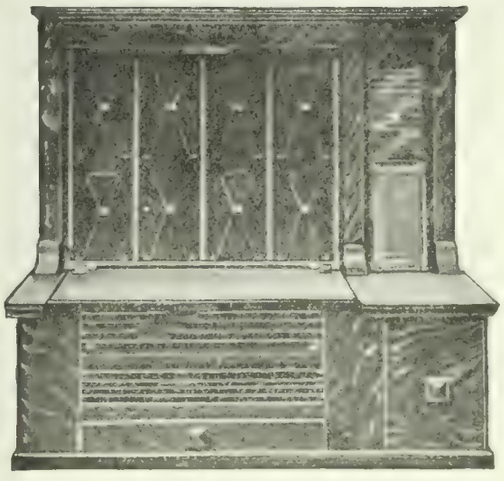
It saves bookkeeping and posting.

It furnishes a statement to the minute for every customer.

It Increases Collections

The mechanical construction of the BARR Register saves money for the merchant because accounts can be added at any time without buying a new cabinet. Many exclusive features.

"Whether you have 100 or 1000 accounts there is a style of BARR REGISTER built to meet your business requirements."



If you can't come to the Exhibition send the coupon. It will pay you.

MAIL THIS COUPON

Barr Registers, Limited,
Trenton.

Dear Sirs:

We would like more information about the Barr Account Register. How will it save me money? This obligates me to nothing.

Name .....

Address .....

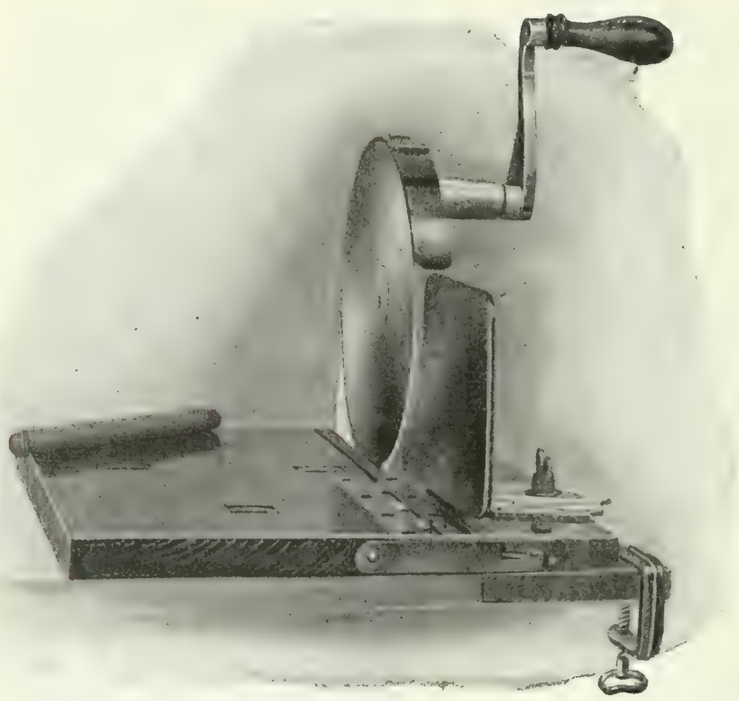
(Can. Groc.)

Manufactured exclusively by:

Barr Registers Limited

TRENTON, ONTARIO

Will Revolutionize Meat Slicing



THE LOWEST PRICED MACHINE MADE

Every grocer, large or small, can now have a meat slicing machine; in fact, none should be without one. It saves time, labor, money —the best investment you can have. The

IMPERIAL Slicing Machine

is the simplest in construction, the lowest in price, neat, easily cleaned, slices uniformly and gives more slices of bacon to the pound. It will do all that the highest-priced machine will do, and more, because it slices the end pieces, is noiseless, slices everything. Send postal to-day and learn the **extremely low price** of this machine.
It is a wonder. Write now to any of the following:

W. G. Craig & Co., Ltd.

CANADIAN AGENTS

KINGSTON, ONT.

DISTRIBUTORS:

D. S. Robertson & Sons, Ottawa, Ont.
Eby-Blain, Limited, Toronto, Ont.
W. H. Gillard & Co., Hamilton, Ont.
A. M. Smith & Co., London, Ont.
The Howe, McIntyre Co., Montreal, Que.
J. B. Renaud & Cie., Quebec, Que.
G. E. Barbour Co., Ltd., St. John, N.B.
Bauld Bros., Ltd., Halifax, N.S.
Codville Co., Ltd., Winnipeg, Man.
A. Macdonald Co., Ltd., Winnipeg, Man.
Jobin Morrin Co., Ltd., Winnipeg, Man.
Codville Co., Ltd., Saskatoon, Sask.
Codville Co., Ltd., Moose Jaw, Sask.
Macdonald, Cooper & Co., Edmonton, Alta.
A. Macdonald Co., Ltd., Nelson, B.C.
A. Macdonald Co., Ltd., Fernie, B.C.
Kelly, Douglas & Co., Ltd., Vancouver, B.C.

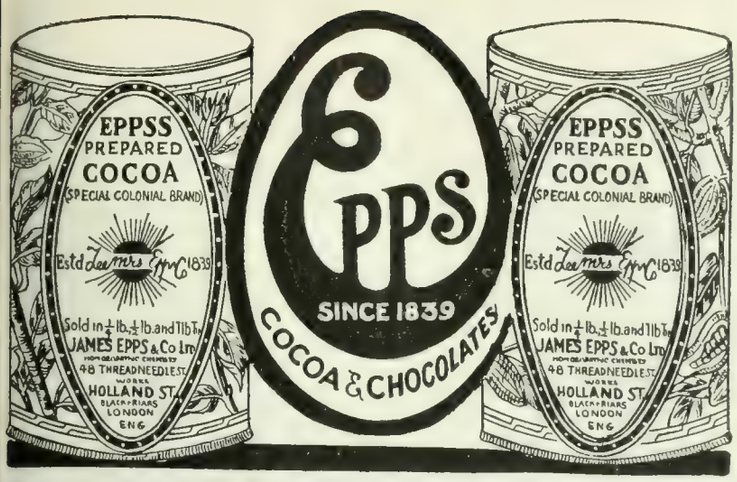
White Swan Goods

Build up store character. They are put up most attractively in sanitary containers. White Swan Products are composed of the purest and best ingredients, carefully selected and prepared by men who know how. They cost no more than inferior brands and they give the dealer better profit.

Order from your wholesaler or direct.

"Surity of Purity"

WHITE SWAN SPICES & CEREALS LIMITED
TORONTO ONTARIO



EPPS COCOA

"THE BEST EVER SINCE 1839"

EPPS COCOA IS MADE FROM THE FINEST SELECTED COCOA BEANS AND BY OUR SPECIAL PROCESS THE HIGHLY NUTRITIOUS BUTTER OR OIL CONTAINED IN THE NATURAL COCOA IS MADE SOLUBLE AND EASY FOR DIGESTION.

We have just received a supply of most attractive advertising matter and samples.

Write to-day—for YOUR share.

SAMPLES AND SPECIAL ADVERTISING FREE

JAMES EPPS & CO., Limited, LONDON, ENG.
25 East Front Street Toronto

Are you reaping profit on Paisley Flour?

the *sure* raising powder—which is in good demand by Canadian Housewives everywhere?

It makes home-baking and cake-making so simple and so satisfactory that every woman who once tries it is almost sure to become a regular and large buyer.

This certainty of future sales makes it well worth the grocer's while to recommend

"Paisley Flour" (Trade Mark)
The SURE raising powder.

and to display it prominently. Do you stock it? Are *you* taking a share of the liberal and regular profits it brings?

Canadian Agents:
HAMBLIN & BRERETON, Ltd.
149 Notre Dame Avenue, E., WINNIPEG.
510 Ninth Avenue West, CALGARY.
842 Cambie Street, VANCOUVER.

Proprietors:
BROWN & POLSON,
Paisley and London,
England.

L. & B.

BANNER BRAND JAMS AND JELLIES

Stand at the very top for high quality, quick selling and profitableness in fresh fruit products. Most aggressive dealers know that profitableness in Jams and Jellies depends on certain essentials. These are: delicious, fresh, full fruit flavored goods, the kind that makes repeats and sells at a moderate price. L. & B. Banner Brand fills these essentials to the letter. That is why they are so popular.

LINDNERS LIMITED

340 Dufferin St:, TORONTO Phone Park 2985

Representatives:—The Amos B. Gordon Co., Toronto; Watt, Scott & Goodacre, Montreal; H. D. Marshall, Ottawa, Ont.; C. A. Munroe, New Brunswick; W. H. Lyne Usher, Nova Scotia and Prince Edward Island; H. Donkin & Co., Vancouver; Western Office at Winnipeg.

"Beaver" Brand Finest Quality Valencia Raisins

are of a special fancy quality, and are sure to please the most particular of buyers. If you have not handled BEAVER—give them a trial this year.

Packed by MAHIQUES, DOMENECH & CO.
Denia, Spain

Agents:
ROSE & LAFLAMME, Limited
Montreal and Toronto

SEALSHIPTICASE
SEALSHIPT
OYSTERS
Direct from the Oyster-bed free from water-ice or preservative
A PURE FOOD natural flavor and freshness guaranteed
Use licensed by SEALSHIPT OYSTER SYSTEM

The business of the "SEALSHIPT" Oyster System's Canadian Branch has been taken over by us. We can fill all orders promptly for "SEALSHIPT" Oysters or equipment.

Seasonable Products

A long period of non-supply lends to the return of the seasonable product a zest particularly appealing to the discriminating taste.

This is probably more particularly true of oysters than of any other food product, especially owing to it returning at a season of the year when our appetities are more keen.

As a food, oysters have been endorsed by the highest known authorities. Last week we quoted Dr. Carl Alsberg, Chief of the Bureau of Chemistry of the U.S. Department of Agriculture. This week we are pleased to quote Dr. Julius Nelson, Professor of Biology, Rutgers College, New Brunswick, N.J., and Biologist of New Jersey State Agricultural College Experiment Station. Dr. Nelson has perhaps made as exhaustive a study along this line as any man in his profession. He writes as follows:

"Oysters are a good food. Oysters come nearer in composition to cow's milk than do most other meats, as all the four kinds of nutrients needed are present in good degree. Oysters have a larger excess of the flesh building substance relative to the other constituents than milk, so we 'balance the ration' by addition of starchy food and fats when eating oysters, thus securing a good meal at a cost that compares favorably with that when other meats are chosen. Oysters have some special points of advantage, among which the following:

(1) The sea salts that they contain are useful in regulating and stimulating nutritional processes.

(2) They are the tenderest of meats and easily digestible, and suitable even for persons of sedentary habits.

(3) In addition to being easily safeguarded against accidental contamination, there is no oyster parasite known, that will live in the human system.

(4) Oysters are clean feeders; they are practically confined to a selection of the beautiful little plants known as diatoms. I consider oysters a valuable and wholesome food.

The value of oysters as a food has not been appreciated. To obtain the best there is to be had will you not agree that you should deal with a concern that makes a specialty of the one thing they know best. Stock is arriving in good condition. We solicit your enquiries.

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and for 22 years
TO HER LATE MAJESTY QUEEN VICTORIA.

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Opening of Salmon Prices Much Below 1912

Reduction in Fraser River Sockeye Pound Talls is 92½ Cents on the Dozen and in Flats 85 Cents—The Lower Prices Will Mean Much Greater Consumption—Prices Below Those of Past Three Years—Some Comparisons Made.

The packers' and the retail prices on salmon were announced this week and as predicted in The Canadian Grocer are far below last year's figures; in fact, less than in 1911 and 1910 as well. For Clover Leaf and Horseshoe 1-lb. talls will be $1.95 per dozen this year, as compared with $2.87½ in 1912 or 92½ cents cheaper, an average of nearly 8 2-3 cents a can, or a discount of practically 33 1-3 per cent.

The 1913 price is 50 cents less than the 1911, and 10 cents less than 1910. The flats are 85, 42½ and 15 cents lower than 1912, 1911 and 1910 respectively, Northern River sockeye is 90 cents lower," red springs 70 cents, and cohoes 85 less than in 1912, while pinks are reduced 25 cents, to $1.00, the parallel to which can be found only in 1909. In that year cohoes were 5 cents higher than this year, Red Springs 15 cents less; while the Clover Leaf and Horseshoe brands were 7½ less for talls; 5 cents more for 1-lb. flats, and 12½ cents less for ½-lb. flats.

SALMON PRICES OF FOUR YEARS.

	1913.	1912.	1911.	1910.
Fraser River Sockeyes—				
1 lb. talls, dozen	$1.95	$2.87½	$2.45	$2.05
1 lb. flats, dozen	2.07½	2.92½	2.50	2.22½
½ lb. flats, dozen	1.27½	1.70	1.55	1.30
Northern River Sockeyes	1.90	2.80	2.40	2.00
Red Springs	1.80	2.50	2.00	1.85
Cohoes	1.45	2.30	1.87½	1.55
Pinks	1.00	1.25	1.25	1.10

More Salmon Will be Sold.

There is keen satisfaction — apart from the losses of the past year—in the trade over the sweeping reductions. It means, many of them think, the saving of the salmon business. When the retailer was forced to sell at 28 and 30 cents a lb., as he has been since last fall, the inevitable result was a large falling off in sales. The consumer apparently shook his head at that price and kept on buying meat, even on a rising market.

One wholesaler told Canadian Grocer that he believed the lowered prices would mean a doubling of last year's consumption all through Canada. If 20 cents is the general selling price of 1-lb. talls to the consumer, it leaves the grocer 3¾ cents, or nearly 20 per cent. margin on the selling price.

While the returns will not be in for at least 10 days it is generally estimated that the pack will in its total at least, be double last year's, some rivers reaching as high as a triple increase.

Below U.S. Prices.

Another gratifying feature from a Canadian point of view—the reverse of the situation last year — is that the prices are far below those announced by U.S. packers. The following is a comparison between the two, both sets of prices being f.o.b. coast:

	B.C.	U.S.
Talls, case, 4 doz...	$6.00	$ 7.80
Flats, case, 4 doz...	6.50	8.00
Halves, case, 8 doz..	8.00	10.00

Not only the heavier runs and the larger catch, but the lower price paid to the fishermen were factors in the reductions this year, but from whatever sources, they will be welcomed by all classes interested in this wholesome item on the menu. Just this pinch of seasoning in the cup of joy: according to previous experiences the run this year is larger than those of the next three years will be as the salmon industry operates on a 4-year cycle principle.

A Four-Year Comparison.

Herewith is reproduced, as recalling interesting situations in former years, the comments of Canadian Grocer in 1910, 1911 and 1912 respectively, upon the announcement of the opening of prices:

On Aug. 18, 1910, Canadian Grocer said: "The catch of sockeyes seems to have been larger than was expected, but there is a pinched feeling in the lower grades. Pinks and cohoes, it is stated, are rather scarce. The fact that opening prices on 1 lb. talls is $2.05 per doz., means that retailers will have to sell it at 20c. per tin anyway.

The 1911 Opening Prices.

The prices in 1911 showed advances over 1910 as great as those of 1912 over 1911. Canadian Grocer in commenting on the opening quotations on Sept. 7, 1911, said:—"Prices on new pack salmon, as expected are high and considerably in advance of last year. There can seemingly be no relief and steady prices are generally anticipated. The world's markets are bare of stocks, the pack this year has been small, and the result can only be a steady tendency. Sockeyes will have to go to the consumer at 25 cents per tin."

Up Again in 1912.

The next year, 1912, prices again went up, to the highest point ever reached. Canadian Grocer on Aug. 7, 1912 said: "Prices are above last year and by quite a considerable amount, sockeyes in talls being $1.50 per case above last year, flats $1 per case higher, North River $1.50 per case higher and cohoes $1.25 per case higher. There is no change in pinks."

By looking over the above table of comparisons the whole four-year situation is seen in a nutshell.

THE CURRANT CROPS.

A circular letter from a Patras, Greece, currant dealer, shows that up to June 30 this year, 114,800 tons were exported as against 109,860 tons to same date last year, and 109,960 in 1911. The 1912 exports amounted to 155,000 tons. The stocks of 1911 crop on hand and in retention receipts last year were 8,000 tons making a total of 163,000 tons. The new crop, it is estimated, will be about same size as that of last year.

PEA AND BEAN CROPS.

The Department of Agriculture of Ontario gives the following estimates of the pea and bean crop productions for Ontario:—

Peas—177,303 acres 3,190,613 bush., or 18.0 per acre as against 221,524 acres 3,667,005 bush., and 16.6 in 1912. Average 19.2.

Beans—66,639 acres 1,201,005 bush., or 18.0 per acre as against 69,703 acres 1,182,132 bush. and 17.0 in 1912. Average 17.2.

S. H. Griffith, grocer and crockery dealer, Welland, Ont., has disposed of his crockery business to J. R. Sidley and will sell off his stock of groceries.

Country Merchants' Idea of Loss-off System

Explains Troubles He is Having Because When He Refuses to Pay for Rots He Is Told by Customers That They Can Dispose of Them Elsewhere—Two Instances of Loss of Trade—He Suggests Two Courses.

"How can the country merchant purchase eggs from the farmer on the loss-off system when buyers of wholesale and commission houses send out men to farmers' markets who buy by the dozen without reference to quality?"

Here is a question put by an Ontario general merchant to The Canadian Grocer recently.

He maintained that the system now in vogue is most unfair. Commission houses insist on the merchant being paid for shipments on the loss-off plan which makes it absolutely necessary for him candling the eggs he buys from the farmers and paying them according to quality. To this he has no objections to offer, "but," he added, "these houses send out their egg buyers to the farmers' markets, who bid against one another and buy up all the available eggs at so much per dozen without candling them.

Trade Being Lost.

"As a result we are losing trade. If the farmer's wife can sell all her eggs, rotten or good, she is going to do so. We cannot buy from her on this plan because she won't sell us. We have no market in our village, but in surrounding towns and villages there are a number. Our customers openly tell us that they take their eggs to these markets because buyers there take everything without question."

This merchant cited a case showing how the new system is affecting the merchant who buys eggs from the farmer.

"Put Them All Back."

"Not long ago," he said, "a farmer's wife brought in a basket of eggs to the store. I took them downstairs, candled them and pointed out that there were a dozen and a half rots. I then told her how much I was giving for eggs.

" 'Put them back in the basket,' she ordered at once, 'I can sell them.'

"I pointed out as carefully as possible that we had been compelled to buy eggs on the loss-off system now; that I had candled them and found the dozen and a half bad.

" 'Put them all in the basket,' was the reply.

" 'But Mrs. ———,' I said, 'you have been a customer of ours for a long time and I do not want to do anything to offend you. But you can see how we are going to lose if we pay you for the bad eggs. We only get paid for the goods ones. I also showed her the booklet issued in the interests of good eggs to which The Canadian Grocerr has referred.

" 'Put them back in the basket.'

"I next took her down cellar, showed her how we candled them and drew her attention to the spots in the bad eggs she had brought.

" 'Put them all back in the basket, I can sell them,' was the answer.

" 'But,' I protested, 'you surely would not knowingly want to sell bad eggs, would you?'

" 'Put them back in the basket,' she very emphatically demanded and of course I had to do so, and I've lost her trade. She no doubt went to some other market.

Can Sell Bad Eggs Elsewhere.

"The other day," added this merchant, " a woman came into the store who used to be a customer but whom I had not seen in two years.

"I asked her what the reason was. She replied that she could get more for her eggs at the market in ———, and that anyway over there they did not take out the rotten eggs but accepted and paid for everything. There was, you see, another customer gone through our efforts to put the egg trade on a better basis.

Two Proposals Suggested.

"It is my contention," added this merchant, "that wholesalers and commission men should either let all eggs go through our stores to them or that they purchase from the farmers on the loss-off system the same as we do. The present system is wrong. Any good work we may do is spoiled by farmers being able to sell all kinds of eggs to wholesale buyers without fear of having rots count against them."

Here is an interesting subject for discussion. What do others think of it? Send us your opinions.

If the country merchant must sell his eggs to the commission man on the "loss-off" basis, should the commission man not insist on the same system when his buyers purchase direct from the farmers? Is the egg trade going to be placed on a better basis if the commission man insists only on the loss-off system from the merchant?

These are two questions asked by a country merchant in this article. He is now losing customers when he declines to pay for rotten eggs because his customers have a market for them elsewhere. Let us have your opinion.

NORWEGIAN SARDINES SCARCE.

Catch Is Light and Canneries Have Been Paying High Prices.

Toronto, Aug. 28.—H. Gilbert Nobbs, manager for Holbrooks, Limited, has recently returned from a trip to the Old Country, including Norway, and he states that there is quite a shortage in the catch of sardines there.

"At the time I left Norway," he states, "about the middle of July, although the summer season was then well advanced, 'brisling,' which is a Norwegian term for sardines, were exceedingly scarce; in fact, practically no summer fish had been caught, and fishermen were returning home in disgust, and canneries were practically idle.

"Since I left Norway conditions have become worse, and packers are reported to be paying three times the usual price of fish.

"Buyers on this side must expect to pay higher prices in consequence of this unsatisfactory state of the summer season, that is if their trade demands summer caught fish, which is the best quality.

"In regard to the second grade or winter caught fish, the Norwegian Canners' Combine, a strong organization, have fixed a minimum price, which will be higher than that obtained last year."

The summer fishing season will continue about another six weeks, so there is still a possibility of fish becoming plentiful; but as the season is now so near the end, Mr. Nobbs thinks that short supplies and high prices are bound to prevail.

THE BEST MEDIUM.

MacLean Publishing Co.

Gentlemen,—Enclosed please find $1.00, for which kindly send me The Canadian Grocer for six months.

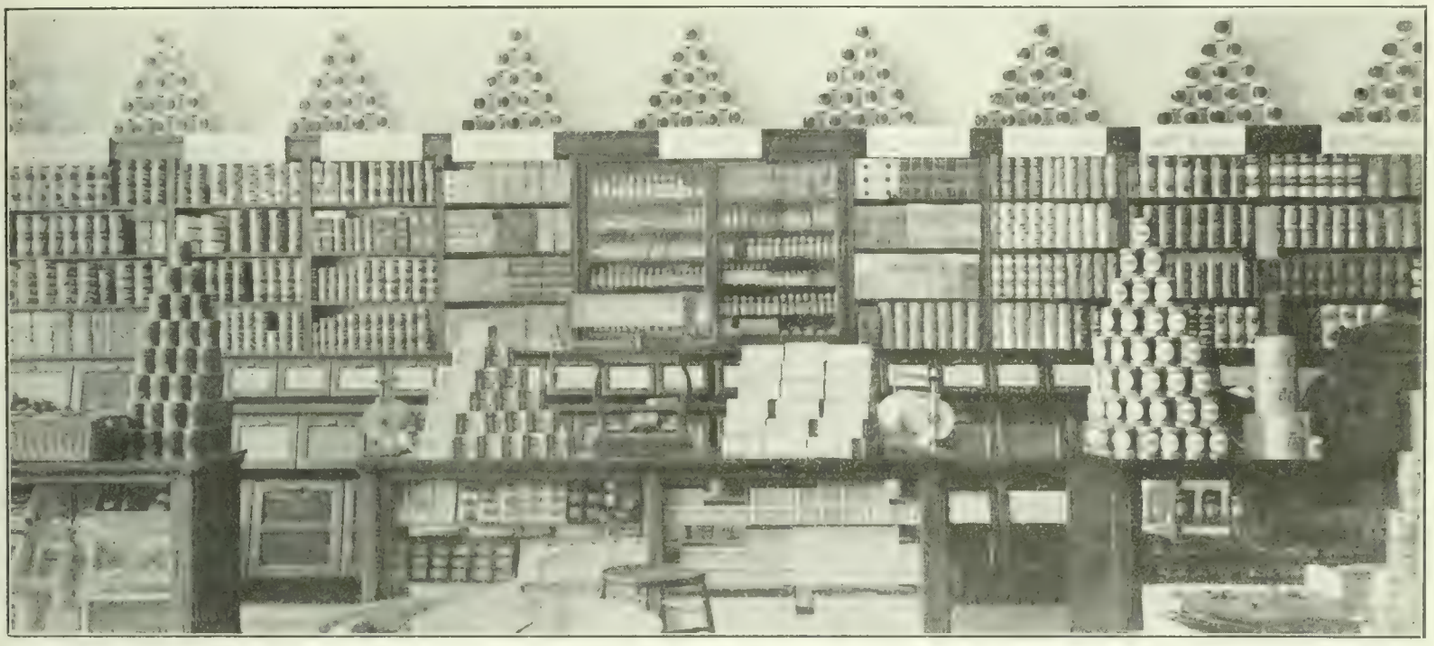
By the time this expires I hope to be back at the groceries, and will certainly renew my subscription, as I believe you have the best medium for getting and keeping in touch with this line.

Commence with this week's issue.

A. E. WILLIS,

24 Pauline Ave., Toronto.

Modern Fixtures as Business Builders



An interior view of the store of Cain Bros., Yarmouth, Ont., in which up-to-date fixtures have helped greatly in increasing trade.

A photograph of one section of the store of Cain Brothers, Yarmouth, N.S., appeared in Canadian Grocer several months ago. The one given above illustrates several additional points that are well worth reproducing. One of the strong attractions of the store is the completeness of the fixtures. The patented pivoted bins are noticeable in several places. These are great assistants for displaying goods, and the concise arrangement is found by Cain Bros. to be a great saver of space.

The trimness of the whole store is one of the outstanding features, on the shelves and above them, and around the counters and below. A photograph of the rear end shows a glass cabinet for cured meats and a special stand for cutting. A coffee grinder and computing scales are other useful parts of the equipment. Another good idea is the set of cards along the top of the shelves cataloging the goods to be found below. For example, the titles include canned fruits, canned fish, baking powder, spices, extracts, coffee and cocoa, milk and cream, baked beans, canned meats, etc. This has the three-fold advantage of ensuring an orderly arrangement, of enabling the clerks to pick out articles without a moment's delay in searching, and in addition, acts as a valuable suggestion to customers.

Up-to-date fixtures and an attractive store are appreciated by their customers, the firm believes. "We have had to keep at it, and stick to it, watch our stock and try to please our customers," is a summary of the business principles of Cain Bros. The first year after they remodelled their store the business was increased by $12,000—a phenomenal increase for one year. Cain Bros. attribute this greatly to the installation of the new bin fixtures for display purposes and other modern fixtures.

The CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

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John Bayne MacLean - - President

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PUBLISHED EVERY FRIDAY.

TORONTO, AUGUST 29, 1913

PROBLEMS OF THE MARITIMES.

The Maritime Board of Trade, whose annual convention is covered at some length in the present issue, furnishes convincing evidence of a vigorous and wide-awake condition. The topics that occupied its chief attention revealed a unity in thought and action that should lend a tremendous weight to its resolutions and the compaigns that will be the outcome of its deliberations. The arguments against the recent increase in freight rates on the I.C.R. were ably put forward, and will uphold the hands of the Federal representatives from the three Provinces in their fight at Ottawa. It is curious enough that in the widespread discussion over the action of the Federal minister, there has appeared a general disposition to allow the Eastern provinces "to make good," if they could, in their protest to the Government, without any concerted opposition from the other members of Confederation.

That the members are keeping pace with modern developments in education was clear in the discussion of the resolutions calling for an extension of technical and agricultural education, and reforms in the existing system of taxation. There was noticeable a tendency to reject extreme views in both instances and to direct their forces along lines that promised definite and immediate results. Nor should mention be neglected of the generous spirit displayed towards alleviating the peculiar disabilities in transportation under which the Province of Prince Edward Island has long labored.

The notice of motion for the appointment of a Council as an advisory and executive board, that would meet regularly, should add an element of cohesion as well as a more efficient organization to the entire association, and assist in making the Boards, individually and as a corporate body, an active force throughout the whole year.

The Maritime Board has an ambitious programme before it for the new year in promoting legislation along lines of an increase in I.C.R. branches, a movement to attract immigration to the Provinces through a London official of the railway: the development of technical education: the readjustment of freight and passenger rates, and taxation reforms. But with the co-operation of such men as the retiring president, Matthew Lodge, the new president, E. T. Higgs, and others of the present executive, a marked advance in these directions should form the occasion for a satisfactory report when the convention of 1914 meets in Summerside, P.E.I.

THE SALMON SITUATION.

It is some time since an announcement of new prices has created so general a feeling of satisfaction in the trade as has the new schedule of British Columbia salmon. If the old stock had only been moved out by every grocer, the satisfaction would have been complete.

That the prices would be much lower than in 1912 was admitted, but that 1911 and even 1910, each in turn lower than the succeeding year, would be beaten, was too good even for hoping. To parallel the 1913 quotations it is necessary to go back four years, and even some of the 1909 quotations were higher than this year's. This is the more remarkable, as, with few exceptions, prices have advanced steadily in the four-year period, with the producer usually the gainer by a handsome margin.

An estimate made this week, that the sales under the reduced schedules would aggregate double those of last year, is not likely to err on the side of optimism. That the demand dropped steadily was not the fault of public taste but evidently too steep prices. The removal of the price handicap will restore to the can of salmon much of its old popularity.

A LONG DELAYED SERVICE.

For many years a more efficient steamship service has been talked of between Canada and the British West Indies. The Canadian Government time after time has been approached to render assistance in the matter and travelers to the Islands have strenuously advocated it for years, yet nothing has been done.

When the new reciprocal arrangements with our sister colonies were made last spring, it was hoped the improved steamship service would come soon. But it is still far distant. Business men on the Islands fear it will be a long time into the future when it does arrive, and are beginning to think the reciprocity deal is not going to be the benefit they had expected.

The time is certainly here when the Government of Canada should take action. British West India merchants are not going to do business with Canadians unless they can get the goods in a reasonable time. They will buy from a country where the service is more efficient.

The time for the Government to act is now. All those who are interested in a better steamship service should remind the Trade and Commerce department of its duty.

THE CO-OPERATIVE MOVEMENT.

Dispatches to the newspapers tell of an address delivered by Earl Grey before the International Co-operative Alliance in Glasgow, Scotland, on "co-operative" societies in which he commended the principles adopted by these societies.

When Earl Grey was in Canada as Governor-General his inclinations in this regard were well known. He supported the movement, indirectly if not directly, and lent his moral support in the attempt to pass special legislation dealing with co-operative societies in this country. It was, however, an open secret—if a secret at all—that he was financially concerned in the Old Country

movement and that he had good reason to be interested in the one in Canada.

There is, however, one point in the reasoning of these so-called "co-operators" which is hard to reconcile. When they organize in the first place, they want to purchase through the wholesaler or manufacturer. They cannot live unless they do. But just as soon as their legs become sufficiently strong—if they ever do—they immediately throw overboard their "life preservers" and become wholesalers and manufacturers themselves. Is there any honesty or "each for all and all for each" in such a thing? What individual would be called an honest man if he were to follow such a course? It is like the son who disclaims a dutiful and loving mother who has reared him to manhood.

In a country like Canada, the retail merchant is the pioneer. He is found in the forefront of all advances into unexplored regions. He is the backbone of any town, city or community. He pays more taxes than anybody else. He is one of the mainstays in civic, educational, and decorative advancements. No matter how many "co-operative societies" we may have, he will always exist. He will sell staple goods as cheap—service considered—as any "co-operative" store, if not cheaper.

In the face of these facts who can explain this most wonderful "co-operative" movement that is set forth as a panacea for all our ills?

TEA OUTLOOK NOT BRIGHT.

The tea trade in England as in Canada would appear to be in a serious condition owing to the supply not keeping pace with the demand and prices advancing so steadily that the packers have an awkward problem to face.

In a statement to Canadian Grocer this week, P. C. Larkin, of P. C. Larkin & Co., Toronto, who has just returned after a three months' visit to England and the Continent, declared that "Conditions in England are in a very bad state indeed; very much the same as in Canada." Markets were going steadily up, but there was practically no advance in prices to the consumer. The consequence was that in packet teas, packers made little money and were probably losing money. Then the dealers selling in original chests to the retailers,were in anything but a prosperous state, he said. While Mr. Larkin was in London, one of the largest firms was said to have closed up that part of their business altogether. There would appear to be a poor outlook for money-making in the near future, he maintained.

He added that there was a greatly increased demand for Indias and Ceylons the world over, but an immense acreage in Ceylon, Southern India, Java, etc., was being taken up by rubber plantations, which were crowding out tea gardens to a certain extent and diverting capital.

LINCOLN NOT A MERCHANT.

Abraham Lincoln was a smart man. His is a commanding place among the heroes of history. He was a master of statecraft, he was learned in the law; he understood humanity and sympathized with it.

Yet he didn't know how to conduct a store.

He tried it and made a flat failure.

New Salem, Ill., was the place where he failed to make good. He and another man tried to run a general store and sawmill. Lincoln loved books and his partner loved liquor.

The partner believed in keeping the stock moving. So he tried to drink all the whiskey they had in the store. This policy kept the whiskey stock down and the investment in other lines up. Lincoln was busy with his studies, and couldn't "get" the store proposition, someway. Soon the business went on the rocks.

Lincoln was man enough to steer clear of bankruptcy, and was years in paying the debts his firm incurred. He gained the name of "Honest Abe," but proved to all that he knew nothing about running a store.

He was a smart man, a great man, but he got started in the wrong place.

Many another merchant is like Lincoln in his inability to get on friendly terms with a store. Some of them would make a success farming, running a bank or being president of a railroad. But at the helm in a store, they are out of their element. It is the men who are adapted to merchandising life who are making the successes.

EDITORIAL NOTES.

If you want honey this year, you must have money.

* * *

Get ready for the oyster and fish trade during September.

* * *

Theatre bills in the window may help the show, but not the grocer.

* * *

"Each for all, and all for each," is a good motto when founded on fair, honest principles.

* * *

Let the retailer deal with manufacturers with a reputation and then he will not be caught with adulterated pepper.

* * *

An "Oyster Week" is going to be held in the United States and Canada from Oct. 20 to 25. Everybody will be thinking of eating oysters.

* * *

Salmon prices are out, so the trade may settle down again for a while to wait until corn and tomatoes have chipped the shell .

* * *

If only the retailer's and wholesaler's shelf and warehouse had been clear of salmon, the happiness would have been complete.

* * *

Oyster growers are going to help the retailer greatly by the inauguration of an Oyster Week. This will undoubtedly increase the interest in the bi-valve, and hence, the sales.

* * *

A meeting of business and professional men, such as the Maritime Board of Trade Convention cannot fail to do good. One gets a broader aspect of things in general at such a gathering.

* * *

It is said the recent dry weather caused a loss in production of cheese in Ontario of 17,000,000 lbs. At 13 cents this would mean $2,210,000. In the 880 factories in Eastern Ontario, the falling off was about one cheese or 80 pounds per day.

Preserving season window made by Welland, Ont., dealer. General merchants should find a display of this character beneficial just now.

Pushing Requisites for Fruit Preserving

Combined Grocery and Hardware Store Shows Selling Trim of Sugar, Sealers, Rings, Kettles and Jelly Tumblers—Nothing Displayed Outside to Attract Flies.

O'Neal's—Groceries and Hardware, is a familiar combination in Welland, Ont., where the head of the firm, J. S. O'Neal, has been in business for 36 years. It is a large store on the main street, and with two wide windows and plenty of room inside. The two departments are kept well separated. The one Mr. O'Neal has found works into the other, and results in an increase of business for each. From a bookkeeping point of view Mr. O'Neal has not found it necessary to keep distinct accounts of the two departments, although he believes that if this could be worked out conveniently it would be advantageous. As it is, store orders are taken down for both on the same check, and the telephone business is conducive to this also.

Display of Preserving Needs.

The accompanying illustration is a good example of Mr. O'Neal's idea of window dressing. The central idea is a supply for preserving needs, and a more complete display could hardly be imagined. Two large bags of sugar stand in the centre. This bag is one of the favorite choice of window dressers, along with packages, in preference to the smaller paper bags, probably as it gives a better impression of "bulk"—as if the consumer would not find 100 lbs. too much. Ranged on either side are the glass sealers in packages of a dozen, ready to forward to the customer at once. Immediately in front and at each side of the window are jelly or jam glasses, which, with the preserving kettles in front and spoons, constitute the "hardware" element of the display. These additions to the usual type, particularly the kettles, carry on the idea of preserving one stage further, and may be said to supply the missing link between the sugar and the sealed jars. The accessories, such as rings, loose and in package form, add to a well thought out picture. If in all this the window trimmer had included cards with prices marked clearly on them and a general show card calling attention to the preserving season, the whole presentation would have left little to be desired.

No Foodstuffs Placed Outside.

Fruit season and all that it means, Mr. O'Neal does not believe in exposing anything outside his store which will attract flies. In this he includes fish as well as sweet goods. Flies he considers as the poorest kind of "drawing" quality.

Opinion on Half Holidays.

The weekly half holiday has been a troublesome question in Welland. Mr. O'Neal's choice is to cut it out if by so doing the grocers can arrange to close up by six o'clock each night except Saturdays. For years after starting business he worked from 6 a.m. to 10 p.m.; after a third of a century he thinks 7 a.m. to 6 p.m. is quite sufficient. In the evening he prefers to drive with his family and forget business.

Current News of the Week

Quebec and Maritime Provinces.

Jean Gilbert, grocer, Montreal, died recently.

J. R. Simpson, of Chase & Sanborn, is holidaying at St. Johns, Newfoundland.

J. E. Hawkins, of D. Hatton Co., Montreal, is attending the Toronto Exhibition this week.

J. S. Brookfield of West India Co., Ltd., Montreal, P.Q., is spending his holidays in the Adirondacks.

W. E. Forbes, frozen fish dealer of Richibucto, N.B., is attending the rifle matches in Ottawa this week.

J. D. Irving Sr., of Buctouche, N.B., is at present attending Toronto Exhibition, and will proceed from there to Chicago before returning.

W. H. Halford, Canadian manager of Furuya & Nishimura, has just returned from a few days' cruise as far as Burlington, Vermont.

H. P. Cassidy, manager of the Montreal branch of the Canadian Cereal and Flour Mills, Ltd., was in Toronto over the latter part of last week.

E. M. Walcott, of the West India Co. Canadian branch, Montreal, leaves this week for Demarara, South America, where he will again take up his duties with the same company.

Letters patent have been issued under The Companies Act of Canada announcing the formation of Wm. Clark, Ltd., (formerly Wm. Clark) manufacturers of canned goods in Montreal.

The fishing industry in British Columbia is now becoming so well organized that the B.C. Packers Association consider it unnecessary to send their representative, Geo. Cassidy, East this season.

The Canada Gazette announces the organization of a new company known as the Autographic Register Co., of Canada. It will manufacture credit registers, loose leaf devices, etc. Head office will be in Montreal.

Chas. Chaput, president of Chaput, Fils & Cie., Montreal, has just returned from a six weeks' holiday at Old Orchard Beach. Emile Chaput, assistant general manager of the same firm, has also returned from a trip by motor through the Eastern States.

Ontario.

Robt. Stuart, an Ingersoll, Ont., grocer, passed away recently.

Thos. Robertson, grocer, Peterborough, Ont., has sold his business.

The Herendeen Flour Co. with head office in Toronto has been formed.

W. B. Sparling & Co., wholesale grocers, Lindsay, Ont., have sold to J. E. Adams.

The Toasted Corn Flakes Co., London, Ont., held a reception last week to Londoners and visitors in the city. They were shown through the new factory of the company.

Thomas Henry, of the Red Front grocery, Hespeler, Ont., suffered the loss of a fine sorrel mare valued at $150 the other day, when the animal got loose and over-fed from the oat bin.

W. J. Pattison, Wingham, Ont., who has for a number of years been engaged in the grocery and flour and feed business in Wingham has transferred the business to Marshall Bell. He will continue to live in Wingham.

It was announced in last week's Canadian Grocer that the Grocers Section of the Retail Merchants' Association, Ontario Branch, would hold a convention on September 3 in Toronto. Treasurer N. C. Cameron states that this has been cancelled owing to the fact that the secretary, E. M. Trowern, who is in Western Canada, will not be able to get back until after the Exhibition.

ONTARIO BEAN CROP.

One Dealer Estimates Crop This Year at Million Bushels.

Chatham, Ont., Aug. 27.—(Special)—That the Ontario bean crop for 1913 will come pretty close to $1,000,000 bushels of saleable beans is the opinion expressed by N. H. Stevens, president of the Canada Flour Mills Co. and one of the leading bean dealers in this district.

"After a pretty careful examination, as far as I could get around among the bean fields, and with careful enquiry, I think our acreage of beans is not quite so large as last year," stated Mr. Stevens in the course of an interview. "Probably twenty per cent. of our beans have been damaged, some by heavy rains and others by some insect working on the roots of the beans and turning the leaf yellow; and the beans affected in this way will not produce much. The balance of the crop is in good condition and with favorable harvest weather we should have a good average crop of very good beans.

"The recent showers have helped the beans a good deal, and we think the pods will be a very good length and well filled. This, with good harvest weather, will give us much better quality than we have had for the last few years."

Western Canada.

D. M. Braden, grocer, St. James, Man., is succeeded by Bernie & Chapman.

A. D. Nicholson, of Moose Jaw, Sask., has purchased the grocery business carried on by J. Parkhill, 80 Home St. Mr. Parkhill is retiring from the grocery trade.

Calgary Flour Mills, Limited, is the name of a new concern recently organized with head office in Calgary, Alta.

Kent & Brown, who sold their grocery business in Moose Jaw, Sask., some time ago in order to build larger premises, have changed their mind for the present and re-opened a new grocery in their old stand.

ADULTERATED PEPPER AGAIN.

More Fines Registered Against Retailers—An Easy Way Out.

Ottawa, Aug. 27.—For selling adulterated pepper, nine local merchants have been fined. These dealers were charged with selling pepper as pure containing foreign stone cells and wheat.

Each was assessed $5 and $2 costs, making a total of $63. There was also an item of $27 for government analysis which had to be paid, although each defendant stated that he bough the pepper as pure.

FIVE DOLLARS AND COSTS.

Ingersoll, Ont., Aug. 27.—Two grocers here were fined $5 and costs last week because they were alleged to have sold pepper as pure which was adulterated with pepper tissues and foreign stone cells. The fact was clearly established that the defendants knew nothing whatever of the adulteration of the pepper. It being just as they had purchased it, and they were considered blameless, but the magistrate had no course to follow other than to find them guilty under the adulteration Act.

* * *

Editorial Note.—The Canadian Grocer has frequently in the past referred to this matter of adulterated pepper and has pointed out how fines could be avoided. No reputable manufacturer would sell impure spices as pure knowing them to be impure, so where there is a doubt whatever a warranty should be secured from the manufacturer stating that the goods are pure. This is a very simple matter and if watched carefully there will be no occasion for fines.

ASSOCIATION NEWS

The merchants of Sutherland, Sask., have organized. The officers are: — Pres., H. J. Garner; 1st vice-pres., F. A. Creasy; 2nd vice-pres., M. J. Becker; treas., O. D. Bowlby; sec., H. J. Beveridge, and two additional executive members not in office, C A. Fleming and A. J. DeWolf.

* * *

Secretary W. C. Miller, of the Ontario Retail Grocers' Association states that the Ontario grocers will this fall present the petitions re amendment to the present Garnishee Lawand the Scale Inspection Act to the Ontario and Ottawa Governments. Many signatures have been obtained to each petition and the officials hope to present strong cases to both premiers.

* * *

Officials of the Retail Merchants' Association, Ontario Division, report the organization of several new branches. These include Welland, Niagara Falls, Simcoe, Tilsonburg, Paris, Milton, Georgetown and Owen Sound. Organization work all over Canada among retailers seems to be going ahead faster than ever and a brighter future is predicted for the retail trade.

The officers of the Welland branch of the R.M.A. are:—President, F. N. McConnell; 1st vice-president, Blake L. Booth; 2nd vice-president, A. Many; treasurer, W. T. Britton; secretary, G. T. Wright.

Niagara Falls officers:—President, F. H. Taylor, grocer; 1st vice-president, F. Anderson, tailor; 2nd vice-president, Geo. W. Serles, grocer; treasurer, C. W. Doan, men's wear; secretary, H. C. Patterson, hardware, etc.

* * *

The merchants of Enderby, B.C., have formed a Retail Merchants' Association with the following officers: — J. E. Crane, president; A. Reeves, vice-president; H. G. Davies, secretary-treasurer. The membership fee was placed at $1.50 per month.

The objects of the association are set forth as follows:—

"In order to foster and maintain a permanent social feeling among the merchants of Enderby; to obliterate distrust and inspire confidence among the members of the trade; to correct excessive and unmercantile competition; to remove by concert of action such evils and customs as are against good policy and sound business principle, whether it be cutting of prices, selling of the wholesale house at retail, improper house-to-house peddling; the distribution and consumption of adulterated and unwholesome goods, the use of fictitious labels, the use of dishonest weights and measures, or whatsoever the evil may be; to disseminate useful information; to watch and influence legislation towards the better protection of our capital; to assist our members in collecting delinquent accounts; to encourage the observance of the Sabbath and all legal holidays, and to attain the results which experience has proved are not attainable by individual or divided effort; for these reasons we hereby resolve ourselves into an organization to be known as the Enderby Retail Merchants' Association.

DON'TS.

Don't expect Opportunity to come to you with a letter of introduction.

Don't trust to luck. Nine-tenths of the people in the world guess wrong.

Don't place too much confidence in appearances. Many a man with a red nose is white all the way through.

Don't buy your friends. They never last as long as those you make yourself.

Don't greet Misfortune with a smile unless you are prepared for a one-sided flirtation.

Don't make good resolutions unless you constantly carry a repair kit with you.

Don't fail to have an object in view. Many a man leads such an aimless existence that he could fire at random without hitting it.—Lippincott's.

THE VALUE OF RICE.

A Philadelphia merchandise broker is distributing cards with the following appeal, in an effort to increase the demand for this year's surplus rice:—

Join the Rice Hungry Club.

Rice cures dyspepsia, indigestion and their various attending evils.

Rice and Beans and other Legumes form a perfect food.

Rice and buttermilk will prolong your life.

Rice should be eaten by nervous people.

Rice is prescribed for stomach troubles.

Rice is the most nutritious cereal.

A HINT TO THE TRAVELLER.

The grocer who provides rest chairs for his customers likes to keep them clean and in good shape.

Reciprocity in Tea

For 18 years the trade relations between the retail grocery trade of Canada and Red Rose Tea have been broadening and strengthening. The foundation of these relations is the high quality of the tea. That quality makes Red Rose a standard of quality among tea experts. To a tea expert "As good as Red Rose" means as good as money can buy.

Your trade and ours in Red Rose has been built up on this foundation of quality. We appreciate fully the co-operation and good will of our customers, and have sought, by every means in our power, to strengthen the mutual relations between the trade and Red Rose Tea.

We are firmly convinced it will pay YOU to sell more Red Rose Tea; to display it, and recommend it to your customers. You will sell more tea.

Red Rose Tea

"is good tea"

Branches—
Toronto,
Winnipeg and Calgary

T. H. Estabrooks Co., Limited
St. John, N.B.

The Why and the Wherefore

of superiority in soap lies in one test—that of purity

ASEPTO SOAP POWDER

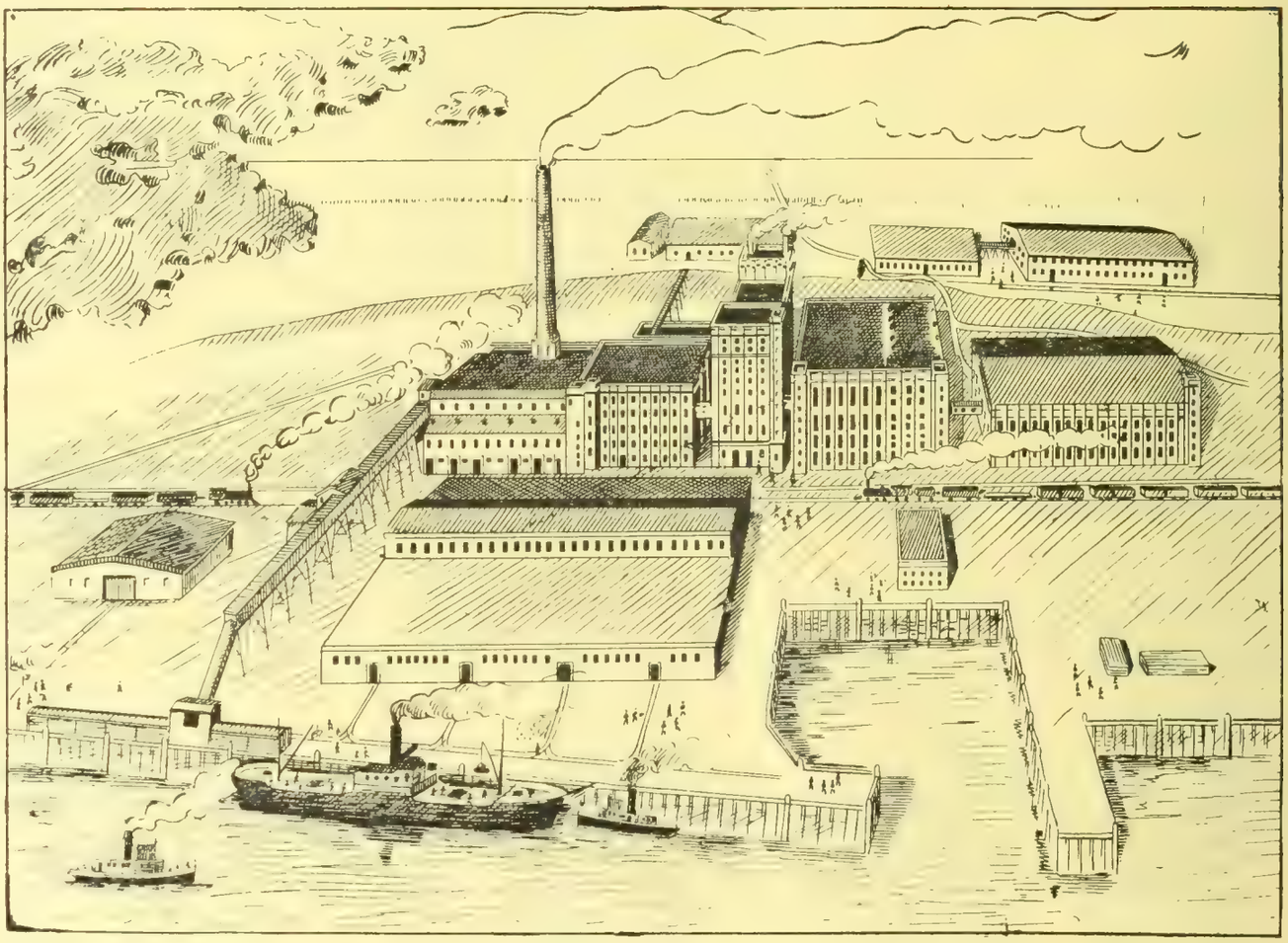
"The Enemy of Dirt"

qualifies A1 in this respect, and is, moreover, a very economical soap. An introduction of "Asepto" into any household means constant repeat orders.

Order from your jobber.

ASEPTO SOAPS, Limited St. John, N.B.

SUGAR



Our New Refinery Plant at Woodside

Capacity 2,500 barrels per day

We refine solely from the highest and best grades of West India Cane Sugar. When our new "Woodside" Refinery is completed we will have a capacity of 4,100 barrels of sugar per day .:. .:.

The Acadia Sugar Refining Co., Limited, Halifax, N.S.

C. E. Barbour Company, Limited

WHOLESALE GROCERS

IMPORTERS AND DEALERS

Sugar, Molasses, Fish, Flour, Provisions, Dried Fruits and Nuts, Staple and Fancy Groceries, Teas, Coffees, Spices.

WHOLESALE DISTRIBUTORS:

"Gold Bond" Canned Goods
"Goodwillies" Fruits in Glass
"Hartley's" Jams, Marmalade and Jelly Tablets
"Leas" Pickles, Mustards and Ketchups
"Welch's" Grape Juice
Imperial Sardines
Renaud's Macaroni
Price's Macaroni
Gaillard's Olive Oil
"Sunkist" Dried and Canned Fruits
"Thomas" Hawaiian Pineapple
"Karo" Corn Syrup
"Pride of Canada" Maple Syrup

MANUFACTURERS

Fruit Syrups, Flavoring Extracts, Baking Powder, Icings and Grocers' Specialties.

PROPRIETORS

"KING COLE" TEA.

Office and Salesroom : North Wharf
St. John, N.B.

Branch Warehouses :
St. Stephen, Woodstock

AULD BROTHERS

DEALERS IN AND EXPORTERS OF

Eggs and Produce

Wholesale Grocers

CHARLOTTETOWN, P.E.I.

Our Specialty is Eggs

We are doing the Largest Egg Business in Canada East of Montreal

AGENTS :
ALLAN LINE STEAMSHIP CO.
QUEBEC STEAMSHIP CO.
ACADIA COAL CO.
CANADA SUGAR REFINING CO
FURNESS, WITHY & CO., LTD.

CARVELL BROS.

Wholesale Grocers, General Agents and Produce Dealers

Write or Wire Us for Quotations, Oats, Potatoes, Hay, Eggs, Cheese, Butter

Charlottetown, P.E.I. **Canada**

UNIFORMITY is almost as important as excellence. A customer who has found a thing that suits him, wants to be sure of getting it again. The reason Chase & Sanborn's goods hold customers is that they are always the same.

CHASE & SANBORN'S COFFEES

FISH QUALITY

The quality of our various lines of Fish Products is excellent.

Every Fish and Every Package Guaranteed

A sample order of any of the following lines will convince you that we can give better satisfaction than you have enjoyed in the past.

Pickled Herring
Labrador Salmon
Labrador Sea Trout
Tongues & Sounds
Grocery Codfish
Dried Caplin

FARQUHAR & COMPANY, LIMITED
HALIFAX, N. S.

What About Your Fruit Orders?

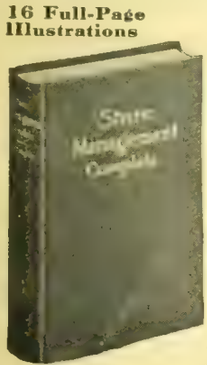
We carry a full stock of Fruits and Vegetables and sell at reasonable prices.

Write for our Weekly Circular! Mail orders solicited!
SATISFACTION GUARANTEED!

THE WILLETT FRUIT CO., LIMITED
Wholesale High-Grade Fruits and Produce
ST. JOHN, N. B.

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



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ANOTHER NEW BOOK
By FRANK FARRINGTON
A Companion book to **Retail Advertising Complete**
$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—**The Store Policy**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO

A condensed ad. in this paper will bring results from all parts of Canada : : : :

Canadian Grocer's Annual Fall Number

"An excellent number"—"Window displays an admirable feature"—"Store hints well worth a year's subscription"—"Difficult for us to pick out the best points so many have appealed to us"—"Cuts of so perfect grocery stores are an inspiration to all merchants."

These are extracts from letters you and other retail friends wrote us the last time Canadian Grocer issued a big number.

Another one is in the making. The 1913 big Fall Campaign Number will be issued on October 10. Although several weeks distant, the editors are already at work securing the ammunition. If the above complimentary references to the last big number were earned—and they were backed up by scores of others—this year's Fall, Winter and Christmas goods selling number will deserve even greater attention.

The issue of October 10 will contain many bright features. Some of the best selling windows available of Fall and Christmas goods will be shown; there will be a wealth of interior views of a number of Canada's finest stores from the Atlantic to the Pacific; it will include store systems for effectively eliminating leaks; many strong evidences of the Selling Power of the Dealer; stories of retail grocery successes, and ideas and methods of scores of first class merchants.

This issue alone will be worth this year's subscription price. Make sure that you get it and that you study it.

Purity and Cleanliness

are the cardinal attractions regarding MILK—THEN WHEN THE MILK IS CONDENSED these essentials are even MORE dominant and vital.

OUR MILK is condensed in one of the cleanest plants known to man. THE MILK comes from the splendid grazing and pastoral fields of PRINCE EDWARD ISLAND, where the luxuriant grass feeds stock so well that no better milk is known. The sea air has always been noticeable in its effect upon grazing stock, and NATURE has given the ISLAND this advantage.

OUR WHOLE Plant has been rebuilt and reorganized, and our supplies are secured from our selected FARMERS.

At any rate, to skeptical people we simply say, LET US SEND YOU SAMPLE OF OUR CONDENSED MILK. Don't be prejudiced unreasonably. THERE'S money IN THIS for you.

Let us solve your milk TROUBLES.

The Charlottetown Condensed Milk Co., Limited

Charlottetown, P.E.I., Canada

H. Winchester Manager. Simon W. Crabbe, President

ADS AND SALES

A Study of Advertising and Selling from the standpoint of the New Principles of Scientific Management.

By Herbert N. Casson.

An Invaluable Book for the Manufacturers, Sales Managers, Salesmen, Etc.

This is the first book which has attempted to apply the principles of Scientific Management to the Problems of Sales and Advertising.

Cloth-bound, Limited Edition, 167 pages.

Sent Postpaid on Receipt of $2 to any Address.

Technical Book Department

MacLean Publishing Co.

143-149 University Avenue, Toronto

Goods With An Appearance —Goods With A Reputation —Goods With A Profit

CONNOR'S High Class Sea Foods, Brunswick Brand, are prepared in the most modern factories on the Atlantic coast; employ the most skilled help; secure the pick of the fishermen's catches; pack the goods scientifically in the most sanitary tins obtainable, and in consequence have the goods with good appearance, reputation for quality and good payers of profit.

Our aim has always been to co-operate with the wholesale and the retail grocer and to give the consumer a good article at a fair price.

Look over your stock, Mr. Grocer, and see what "Connors'" lines you are short. Then order, of the following list:

¼ Oil Sardines,
¾ Mustard Sardines,
Kippered Herring,
Herring in Tomato Sauce,
Finnan Haddies
(oval and round tins)
Clams,
Scallops.

CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

AGENTS:—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

BLUENOSE BUTTER

IN TINS

A Maritime Province product that has advertised the Maritime Provinces.

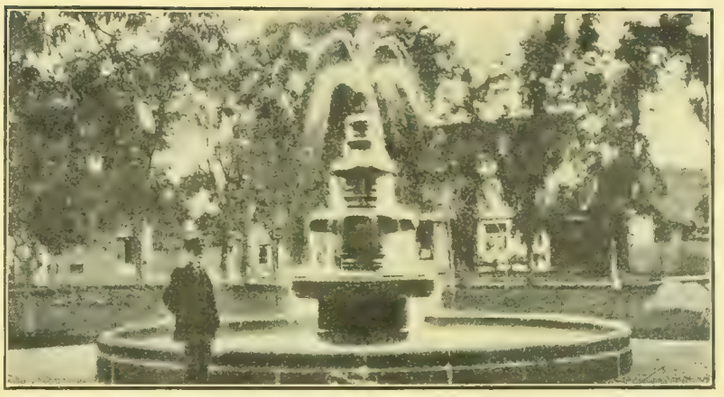
Used by particular consumers from Yukon to Panama.

A high grade table butter packed in hermetically sealed tins for special trade.

SMITH & PROCTOR

HALIFAX, CANADA

Street scene in Newcastle, N.B., where the convention was held.



Fountain in the Public Square in Newcastle.

Maritime Board of Trade in Session

Business Men of Eastern Provinces Meet in Newcastle—Government Asked to Restore Former I.C.R. Freight Rates—Commission Requested to Equalize Taxation—Purchase of Historic Sites—Important Topics handled in Business-Like Manner—E. T. Higgs, Charlottetown, the New President.

(By a Staff Correspondent)

NEWCASTLE, N.B., August 27.—The nineteenth annual meeting of the Maritime Board of Trade was held at Newcastle town hall, Wednesday and Thursday, August 20 and 21.

There was a fair attendance of delegates and the president, Matthew Lodge, called the meeting to order promptly at eleven o'clock. The president called at once upon the secretary, Mr. Williams, to read the minutes. It was then decided to adjourn until 2 p.m., when it was expected other delegates would be present.

Welcomed by the Mayor.

In the afternoon, the Mayor of the town, C. F. Morrissey, opened the meeting by welcoming the visitors. He was glad to have the Board delegates with them; glad to give them a chance to see the attractiveness of Newcastle, and he hoped they would all enjoy their stay in the town.

The President of the Maritime Board replied briefly, stating that he was always glad to visit the North Shore. The president then proceeded with his annual address.

President Lodge's report emphasized the necessity for providing all possible facilities for increasing the usefulness of St. John and Halifax as shipping ports for transcontinental freight. The Intercolonial management had agreed to adjust the new freight tariff to within ten per cent. of the old. He advocated the employment of a permanent secretary to give his whole time to the work.

The address was adopted amid applause. The secretary then read his report as follows:

Report of the Secretary.

The Annual Meeting of the Board held at Truro on 21st and 22nd August last was characterized by an earnestness which presaged a greater interest in the work of the Maritime Board.

With a view to obtaining better results from the Board's deliberations and resolutions it was arranged that a deputation consisting of as many delegates from the Boards represented at

E. T. HIGGS,

of Charlottetown, P.E.I., who was elected president of the Maritime Board of Trade. Mr. Higgs is the youngest president the board has ever had, and has been in Board of Trade work most of his life.

that meeting as could attend should wait on the Prime Minister as early as possible after the Christmas recess and submit to him the resolutions on which action was desired from the Federal Government.

The delegation waited on Rt. Hon. R. L. Borden, Premier, on Tuesday, 18th February, 1913. As their Departments were interested in the resolutions the Hon. Premier called in Hon. Frank Cochrane, Minister of Railways and Canals, Hon. J. C. Doherty, Minister of Justice, and Hon. Sam Hughes, Minister of Militia. A very patient hearing was accorded the delegation. As the President will deal at some length with this matter in his report it is unnecessary for me to deal more fully with it.

On October 31 last I sent out a circular enumerating the resolutions that had been passed at the annual meeting, and requested that the several boards would bring the same to the attention of the members of Parliament for their respective districts.

Copies of the Canadian Grocer, published by The MacLean Publishing Co., of Toronto, containing a very full account of the proceedings of the Board were sent to every Board, affiliated or not.

On January 3 last another circular was sent all Boards notifying them of the date fixed for meeting with the Premier at Ottawa and requesting the appointment of delegates.

Suggests a "Visiting" Secretary.

While good work has been done by the Board during the past year and some results secured, yet the result in the aggregate is not as great as should be expected from a representative gathering of the business men of these Maritime Provinces.

I have been unable to obtain any response— financial or otherwise — from many of the smaller Boards, and I know several are in a moribund condition. How best these latter can be revived,

and the others brought into a vigorous condition is a problem this Board is called upon to face if the work is to be accomplished that is needed.

It has struck me that the election as secretary of someone whose duties take him over the Maritime Provinces (a commercial man or insurance agent) might afford the opportunity of meeting with the smaller Boards, and spur them into activity. At present the revenue of the Board is too limited to permit of the payment of travelling expenses, or for the services of a person to give a good portion of his time to this work.

Whether delegates from some of the larger centres could be induced to make an occasional visit to the Boards subsidiary to such centre is a matter for consideration. It might well repay in increased business between the outlying communities and the centre, and justify the expenditure of time and fares.

In addition to the Notices to the Boards invitations have been sent to all the members of Parliament and of the Local Legislatures of the three Provinces, to attend this present meeting.

Respectfully submitted,
T. Williams, Secretary.

The report was adopted.

Single Tax Advocate.

The question of calling attention of the local governments to the advisability of revising the present system of municipal taxation was taken up by Ald. H. H. Stuart, of Newcastle Board of Trade. He dealt at great length with the various forms of municipal taxation in vogue in different places. He felt that the present time was ripe for the establishment of an increment tax. He quoted various authorities, including ministers of the gospel and certain members of Parliament.

It was evident from Mr. Stuart's paper that he was an ardent disciple of the single tax propaganda as he spoke steadily along the lines laid down by the late Henry George.

He was heard with great interest. He suggested the following resolutions:—

"Be it resolved that this Maritime Board of Trade request the Governments and Legislatures of the Provinces to pass at their next session, bills providing that any county, city or town in their respective provinces shall, upon a majority vote of its qualified ratepayers voting, have the power to reduce or abolish within its jurisdiction: taxes on polls, improvements, personal property and income or any one or more of these to raise its revenue by means of a land tax or without a poll tax and with or without a system of business licenses; also that copies of this resolution be sent to the provincial premiers and opposition leaders."

It was seconded by Hon. Mr. Morrison. He emphasized the fact that he did not wholly agree with the resolution but wished by his action to place the subject before the meeting. Mr. Lodge said he would greatly like to see the resolution discussed. It was a big subject. In Moncton they were heavily taxed. He found in the West that they had a great interest in the question of revising taxation.

J. D. Creaghan opposed the resolution, yet he expressed some sympathy with Mr. Stuart's ideas. most of which he regarded as impracticable.

Present System Bad.

Hon. Mr. Morrison spoke of the difficulty of taxation in the provinces. He heartily supported the resolution where it referred to taxing vacant land to the fullest degree. No one would question that the present system was a bad one but Mr. Stuart did not offer a satisfactory remedy. He did not think any Legislature would accept the resolution but he would like to see some memorial sent to the governments so that taxing systems should be improved in some way

Home Rule to Municipalities.

Captain Read took pleasure in supporting the resolution because it merely meant giving home rule to every municipality and would give them a chance to adopt, if they wished. single tax.

The Captain dealt carefully with the Henry George theory and pointed out that the unearned increment was an outrage to civilization. There was nothing objectionable in sending the resolution to the governments; in fact, he would like to see it crystallized into law.

A. L. Loggie, M.P.P., stated that the personal tax was not considered equitable by the people of the Maritime Provinces. He cited the system of pro rata value. taxation in vogue in Ontario and claimed it was satisfactory.

He also referred to the inflated real estate value of the West which he thought had much to do with the increased cost of living. He preferred the Ontario system and would like to see it in force in the East. He did not think small municipalities should be trusted with such power, but he believed the parties who had it in hand would see it to a successful issue.

Mr. Milner also spoke in favor of the resolution.

Taxation of Church Property.

Dr. Walker gave his reason for supporting the resolution that he wanted to see the matter brought before the governments. He favored a universal system of taxation. He referred to the abuse of the income tax and illustrated how some men worth a million paid very small taxes, while comparatively poor men paid almost as much. He favored taxation of all church property.

Mr. Mersereau also spoke.

Mr. Saunders, secretary of the Halifax Board of Trade, told how he had written various cities of the United States, including Cleveland, Ohio, and he explained how their system was carried out. He believed Halifax was going to adopt that system known as the Unit System. Each place would require to have a system especially suited to their city or locality.

Assessors, Not the System.

Mr. McLaughlin said that the chief fault with the existing system was with the assessors rather than the system.

Failure in Vancouver.

T. Williams spoke as an experienced assessor in Moncton, where he said he had an unhappy experience. The great difficulty was to find out the personal incomes of citizens. He had been in Vancouver lately where the single tax was considered unsatisfactory. This was owing largely to the inflated value of lands. There was a shortage of revenue now. He favored the resolution, not be-

TOPICS DISCUSSED AT THE CONVENTION.

Reforms in system of taxation—Resolution adopted.
Local option in taxation voted down.
Abolition of fishing leases to clubs or individuals disapproved, and licences favored.
Purchase of historic sites and erection of monuments by Dominion Government recommended.
Unfair discrimination in passenger rates.
Increase in freight rates on I.C.R. denounced.
Winter service with P.E.I. supported and equalization of rates.
Prosperity of Prince Edward Island.
Increasing branch lines on I.C.R.
Development of agricultural and technical education.
Council of Board of Trade to be chosen.
Agent in London of I.C.R. to induce settlers to come out.

cause he believed in it as a whole, but because it would stir up something.

Single Tax Would Not Work.

Mr. Lodge again spoke on the subject and said that usually a man who owned some land did not want single tax, while the man who owned nothing, wanted it. He told of his experience in Moncton where he paid taxes on vacant land and yet he could not get improvements. He did not believe single tax would ever work in any country. He might be wrong but that was his conviction. He knew the spirit of that resolution was impracticable. The home rule idea would not work out. He was absolutely against the resolution. He thought the workingmen who paid very little taxes wanted to control the government. He believed Mr. Stuart presented the idea in good faith, but it was not presentable to any government. It meant single tax pure and simple. (Applause).

Mr. Stuart again defended his resolution, pointing out that the workingman paid all the taxes. He was not particular about the resolution so long as some common sense movement was made to stir up the government.

Rev. Mr. McArthur suggested that an amendment should be made.

It was moved and seconded and adopted that the subject be left over till evening for further discussion.

No Special Fishing Privileges.

The next subject was the abolition of leasing of river fisheries. Mr. Morrison, on behalf of the Newcastle Board, said he had to take up the question for an absent member. It was just that the local government should be asked to abolish the present system of leasing streams to clubs and individuals to control the fishing privileges; and the adopting of the system of licenses for fishing on streams the same as in the case of hunting game.

In the absence of Ald. Miller, Mr. Morrison moved the adoption of the resolution. This was carried.

Capt. Read wanted to know how much revenue was obtained from leasing privileges.

Mr. Morrisey, who is Minister of Public Works for New Brunswick, stated that the revenue was about $30,000, he thought, but at the present time they had no privileges to lease; in fact, they had tried to get revenue in the way suggested and they could not get enough to pay a warden.

Mr. Wood also spoke.

Mr. Saunders pointed out that when he saw this subject on the programme he enquired at Halifax, and found that the Department of Marine and Fisheries still controlled all inland fisheries; hence such a resolution would not effect Nova Scotia. At the same time they were interested as they had troubles.

Mr. Belyea pointed out that statistics showed a revenue of $49,000 from game licences and $17,000 for fishing licences.

The large number of special rivers and streams were owned by American clubs.

Mr. Lodge said he welcomed the outsiders and the best revenues, and the distribution of money came from the good spenders of outside points. He would like to see the subject brought up next year in stronger form. He had fished up the Miramichi and it had cost him dearly as the fish could not get up. He referred to the deadly sawdust which killed the shad fisheries on the Bay of Fundy. Down at Five Islands and at Shubenacadie Rivers, sawdust and heavy netting had killed the fish.

Hon. D. Morrison was surprised that Mr. Lodge did not know that in the Miramichi they had not a grain of sawdust, as it was illegal. All the governments, to his knowledge, had taken great precautions to preserve fish.

MATTHEW LODGE, Moncton, N.B., Past President, who has been a prominent worker on the Board.

Amusements for Canadians.

He was in favor of keeping natural amusements for their own people. The government at present charged the outsider more than they did the native, for privileges. The object of the resolution was to give local people more privileges.

The resolution was carried.

Historic Sites.

Mr. Milner, of the Halifax Board of Trade, introduced the subject of the acquisition by the Dominion Government of historic sites in the Maritime Provinces and their marking by suitable monuments. He referred to this country possessing the most interesting history of any part of North America. The places he proposed acquiring and marking were Bloody Creek, near Bridgetown, N.S.; Grand Prè, where Colonel Noble's command was wiped out, and from where the Acadians were collected and deported; Fort Point, in Lahave River; Canso, where the Americans and French had conflicts; Port Joli, at the mouth of Charlottetown Harbor, where the remains of the old fort still exist; Fort Moncton, in Westmoreland County, N.B.; Beaubaris Island, in the Miramichi, a resort of Boishebert; the Deny's Establishment and the St. Charles Convent, sites at Miscou, and a number of places on the St. John River. Fort Cumberland (Beausejour) and Louisberg, now owned by the Government, needed some repair works to preserve the ruins in their present state.

The speaker met with a hearty reception. He pointed out that he had approached different Federal Cabinet Ministers on this matter, but was told that they could not expend the necessary money in that way. He presented the following resolution, which was adopted:—

Resolution for Purchase.

"Whereas, the territories embraced within the limits of ancient Acadia, first settled three hundred years ago, being the first European settlement made in America, north of St. Augustine, wherein the struggle for supremacy took place, were the scene of many conflicts in the French, Indian and revolutionary wars, and were associated with many historic individuals and with deeds of valor and heroism, and with acts of self-sacrifice and patriotic devotion;

"And whereas, except in five cases, the sites of such scenes have passed into private hands, and in no case, but one, has the Federal Government taken any steps to preserve and perpetuate such sites for the benefit of future generations;

"Resolved, that this Board of Trade strongly recommends the Federal Government to acquire by purchase or otherwise such historic sites as they do not now possess, and to mark the same by appropriate monuments, and also that the management and perpetual keep of the same be placed in the hands of a Government department or commission; also that copies of this resolution be sent to the Right Honorable R. L. Borden and Honorable Messrs. White, Foster, Hazen and Col. Hughes."

Descendant of a General.

Captain Read, in seconding the resolution, said that Mr. Milner in asking him to do it must have been inspired, as he himself was a direct descendant of the general who took old Fort Beausejour. He thought there was nothing so dear to all right-minded people as sentiment. It was a shame that the Govern-

ment neglected these old relics of a national history, and a history of which all Canada should be proud. He was proud to be the great grandson of the first Englishwoman who ever drew breath in the County of Westmoreland. (Applause.)

Messrs. Stuart and T. W. Butler also spoke.

Interprovincial Highways.

Interprovincial highways was the next subject. It was taken up by T. W. Butler, of Newcastle. The idea was, he said, that this board should co-operate with all other authorities, Provincial and Dominion, with respect to furthering the construction of interprovincial highways across Canada. He moved the adoption of a resolution covering this question. This was carried.

Passenger Fares.

Discrimination in passenger fares was then discussed by Mr. Belyea on behalf of the Newcastle Board. He brought a resolution that the attention of the Railway Commission be drawn to the unfair discrimination of the Transcontinental and other railways in passenger rates.

He felt that the Eastern country had many rights which the Western people begrudged them.

Mr. Belyea digressed here by giving some of his experiences in the West.

The resolution was carried, being seconded by Capt. Read, who emphasized the fact that the Maritime Provinces should awaken to their interests.

Rev. Mr. McArthur reported what he had heard in regard to "nasty" remarks about the East, as the "effete East," etc. He dwelt upon how many great men had been sent West from the East. (Applause.)

Possibilities of the East.

E. T. Higgs spoke of the possibilities of the Maritime Provinces, and pictured great things. The whole East should keep up their courage and look keenly after their interests..

Mr. Lodge pointed out that some transportation companies gave a rate to Calgary or points West which was less than the rate to St. John, N.B.

T. W. Butler spoke in favor of the resolution.

Dr. Price, M.P.P., of Moncton, thought it might be well to advise the Federal Government to appoint, on the other hand, a representative of the I.C.R. as well as of certain lines of steamers and see if something could not be done for the provinces. It would be a good move for the Board to do this (Applause.)

Mr. Lodge advised Dr. Price to prepare a resolution on this subject and bring it in later. He was in sympathy with it, because he recently visited Britain and saw how badly neglected the provinces were by the immigration authorities.

Adjournment was then made until evening.

EVENING SESSION.

Promptly at eight o'clock President Lodge got down to business again. He went straight at the single tax resolution of the afternoon.

Hon. D. Morrison came forward with the following amendment to Ald. Stuart's resolution:

"That this board, recognizing the general distribution of the burden of civic and municipal taxation, particularly with regard to arriving at a correct valuation of personal property and

CHAS. J. MORRISSY,
son of Hon. Jno. Morrissy, and Mayor of Newcastle, N.B., who welcomed the Maritime Board of Trade members.

income, memorializes the local governments to appoint commissions at the first session to investigate the grievances complained of with a view to providing a remedy."

The President then put the amendment. and it was carried, with Mr. Stuart alone opposing it.

Mr. Stuart rose to a point of question, and asked that in the amendment some date be inserted for a commission to report, so that promptitude would be in order.

Mr. Morrison said he had no objection to allowing the insertion of something that would mean immediate action.

Opposed the Commissions.

E. T. Higgs spoke on the subject, and said he did not approve of either resolution, and this matter should be left with the city councils of different places. He thought they were going out of bounds. He was opposed to commissions, and he would suggest that the whole matter be referred back.

Mr. Morrison defended his resolution, because he said it was easy for Mr. Higgs to say what he did, because they had no municipality tax on the Island. Let the matter go before Parliament, and then the councils might act. Each council would have a different idea. It was unanimity they wanted.

Mr. Woods also spoke.

Mr. Higgs brought in the question of inferior cars on the I.C.R. He was glad to report that the railway authorities had dealt promptly with this grievance. He, therefore, said it was useless to press that. He read a letter from the railway explaining what the company had agreed to do. He paid a great compliment to the new Board of Management of the I.C.R.

In the absence of Amherst delegate, the subject sent by them—namely, provincial ownership of the telephone systems of the Maritime Provinces, was left over. Mr. Saunders, of Halifax, said he was anxious that nothing hasty be done.

Winter Ferry and Rates.

The matter of a winter ferry between Prince Edward Island and the mainland was brought forward by the Charlottetown Board, represented by E. T. Higgs. He said Summerside had a similar thought in this subject, and he would ask a champion of the cause, Captain Read, to deal with the question.

The resolution was meant chiefly for the winter service, which was controlled by the Federal Government.

Captain Read then stated they would merge two resolutions into one, and he moved it, seconded by Mr. McDonald, which was carried as follows:

"Resolved, that on the completion of the car ferry between Prince Edward Island and the mainland the freight rate on the water distance be the same as for equal distance by rail, to the end that freight rates from and to points on the Intercolonial and Prince Edward Island Railways be treated as for one continuous haul, and also that the same principle of a continuous haul be applied to the rates for winter service by Government steamers."

Capt. Read explained their difficulties by showing that the through freight rates from Winnipeg to North Sydney were 25 cents per hundred, and from Summerside to Sydney the rate was just the same.

He understood that the Government had already agreed to give them part of what they wanted, and this resolution was put forward with a view to strengthening their hands.

Dr. Price asked if they had any as-

surance that a passenger service was included in this.

Mr. Higgs said it was.

Dr. Price said he was glad. He hoped that it was recorded good and strong. The question was vital to all the provinces. He believed this matter of transportation had the sympathy of the entire provinces. If a tunnel were ever thought of in a practical way, New Brunswick would be the first to support it.

Mr. McNeill spoke vigorously, saying that the fact that such a resolution had been necessary was an outrage. Confederation owed this to the Island. He created a great laugh when he said the subject would carry everything before it—in fact, it carried the whole Island at the last election.

The Island Prosperous.

Mr. McDonald, of Summerside, dealt with the question sympathetically. He said they had been badly treated on the Island. He was glad that New Brunswick was always in sympathy with them. He read a paper showing by figgures the big development of the Island during the last ten years. He showed how the average farm in Prince Edward Island was worth $800 to $900 more than those of Nova Scotia or New Brunswick. The people on the Island had from eight to ten millions of money in the bank, and if they could get the transportation facilities in order they would be all right. (Great applause.)

Mr. Lodge also spoke on the subject, pointing out how the Government was building railways in a fruitless section of the West, yet P. E. Island was badly neglected by every Government. He hoped they would soon get what they so well deserved.

The increase in I.C.R. freight rates was the next subject, coming from four different boards—namely, Sackville, Truro, Moncton and Summerside.

Mr. Lodge said he had a shipping bill giving the new rates of the I.C.R.

Capt. Read said this was the most vital question before the board. He pointed out that the I.C.R. was never intended to be a revenue-producing railway. He presented the resolution as given elsewhere. This was seconded by E. T. Higgs.

Built Under Conspiracy.

Capt. Read spoke at length upon the history involved in the various elements of the resolution. He maintained that the Prince Edward Island Railway was built under conspiracy. It was too long a story to tell it all, but it was taking the Island into confederation under duress. When the Island went into confederation she had no debt at all except this railway. When she entered the Dominion she shouldered one-fortieth of the combined debts of the Maritime Provinces.

Milk Cow of the East.

He emphasized the fact that the Board must go on record strongly on this point, that the government roads were never meant to be revenue-producing and the Government road managers had no right to attempt such a move. The whole Western country had been making a milk cow of the Maritime Provinces.

The decrease of population on the Island was most regrettable and it was time to stop. The intense patriotism of the Maritime Provinces had just depleted their population, and that patriotism should be changed into civism.

He then dealt with the old question of making the canals free some years ago, and gave a most graphic and interesting description of trade rivalry between New York and Baltimore as regards Canada and how the Erie Canal was made free in 1879, leading up to the making free of all the Canadian canals. He showed how these canals being made free, save the Canadian trade, and yet the Government railway had the impudence to turn around and say the railway did not pay. The concession which the Maritime Provinces made in free

A DECADE OF NEW BRUNSWICK PROGRESS.

AGRICULTURE—This industry has been greatly stimulated in New Brunswick in the last ten years, and the farmers are developing along much more practical and economical lines. Several agricultural schools have been opened through the province and immigrants who want to learn farming, under local conditions may attend these schools free of charge. In addition to this agricultural trains, stocked with samples of New Brunswick produce and accompanied by experts, are being sent through the rural districts, and lectures given at different centres.

The present government has organized a "Ready-made Farm" policy. Large tracts of acreage are bought and divided into easily worked farms. These are equipped with houses and necessary machinery and sold to the immigrant at cost price plus a small interest charge.

LUMBERING—The lumber business, which has for years been one of the staple industries of New Brunswick, has developed a largely increased market in the United States in the last ten years. A good market has also been developed in Ontario and Quebec for N.B. lumber, and large shipments are being made to these points. The English market has fallen off on account of high freights and competition of Russian lumber.

MINING—The immense iron deposits of Gloucester County, N.B., have been developed by the Canada Iron Corporation of Montreal, within the last ten years. 85,000 *tons of ore was exported from these mines last year.*

Within the last two or three years work has been commenced on the development of the valuable oil shale deposits of Albert County, N.B.

The development of natural gas in Albert County has been nothing short of wonderful. The wells have a known capacity of 80,000,000 *feet daily, at a pressure varying from* 200 *to* 600 *pounds.*

FISHERIES—The fishing industry in New Brunswick is increasing each year, and more weirs are put down as larger markets offer. A sardine and fishball canning factory has lately been established at Chamcook in Charlotte County, which has practically placed a new town on the map of New Brunswick. The value of New Brunswick fisheries last year amounted to $4,886,157; *an increase of* $752,013 *over the previous year.*

SHIPPING—The shipping business has been steadily and rapidly increasing. Ten years ago the exports from the port of St. John during the winter season amounted to $14,503,747, *fifteen years ago they valued* $4,848,768. *Last season there were* 146 *sailings from this port carrying exports valued at* $31,759,236. *There were over nine million, four hundred thousand bushels of grain alone shipped through St. John last season, and facilities cannot be provided too quickly at this port to accommodate the rapidly increasing commerce.*

canals for Ontario was a fair exchange for the Government railways.

Ontario Should be Generous.

Mr. Lodge said Captain Read's part in the securing of the free canals for Ontario was a great compliment to his generous nature. He would like to see the speech made by Captain Read reported very fully. The Province of Ontario had benefited more by the I.C.R. than any other province, and they should show some generosity in this case of increased freight rates. The increase in freight rates was an outrage. It should never have been done without a year's notice at least.

The banks of the Maritime Provinces had been gobbled up by Western financiers. The East had been milked financially by the West. He named special Western banks down here as "milkers." He felt that in this bank matter he voiced general sentiment. On the question of freight rates there was but one opinion and it was unanimous that they should never have been raised.

Halifax Opposed Increase.

Mr. Saunders corrected an erroneous report that Halifax Board of Trade had supported the action of the increase of rates. The Board had not, and on the other hand, opposed it.

Hon. D. Morrison spoke vigorously in support of Captain Read's speech and resolution and the question was put and carried with one voice.

Nominating Committee.

The nominating committee was chosen as follows: Captain Read, Mr. Lodge, and Dr. Walker, and they were asked to report on Thursday.

Invitations for Next Year.

Captain Read, on behalf of the Board of Summerside, asked the Board to meet next year in their town. He set forth some of the attractions of the Island and Summerside especially.

Mr. McDonald, also of Summerside, seconded the Captain's invitation and emphasized it.

Mr. Jenkins extended an invitation to meet in Charlottetown.

Mr. Butler moved that Captain Read's invitation be accepted.

E. T. Higgs wished the Board in Charlottetown and wanted the matter referred to the nominating committee.

"No! No!" shouted Mr. McDonald, "We'll have a vote now." (Laughter).

The motion was carried to meet in Summerside, P.E.I.

Hon. D. Morrison, on behalf of the Newcastle Board, invited the delegates to an outing on the River Miramichi on Thursday afternoon, and also asked them to attend a banquet at Hotel Miramichi, Thursday night. Mr. Lodge thanked Mr. Morrison on behalf of the board.

A letter was read also inviting the visitors to visit the new bridge works being carried on by the Foundation Company.

The board then adjourned until Thursday morning at 9.30.

THURSDAY'S SESSION.

At Thursday morning's session the first business was the report of the nominating committee as follows:—

President—E. T. Higgs, Charlottetown, P.E.I.

First Vice-President—E. A. McCurdy, Newcastle, N.B.

Second Vice-President—E. N. Rhodes, M.P., Amherst, N.S.

E. A. McCURDY, Newcastle, N.B., Secretary of the Newcastle Board of Trade, who entertained the delegates. He is manager of the Royal Bank there.

Secretary-Treasurer — T. Williams, Moncton, N.B.

This was adopted unanimously.

Mr. Lodge then asked Mr. Higgs to take the chair, and in doing so, he said his duties were ended. He read a telegram from the Sydney Board of Trade asking the Maritime Board to meet in Sydney. He spoke highly of Mr. Higgs, and hoped for greater things during the coming year. "If Mr. Higgs is properly supported great things will surely come."

Mr. Lodge also in passing paid a neat compliment to the MacLean Publishing Co., mentioning especially the representative, who, he said, had reported the proceedings in the most thorough and satisfactory manner. (Applause.)

Mr. Higgs, the president-elect, made a stirring speech, and painted rare possibilities for the Board of Trade, emphasizing the strength of the provinces.

He believed that Boards of Trade were most important bodies and publicity coupled them with importance. Every delegate should return home with a determination to increase the membership of local boards. Get new blood in the committees and keep organizing and agitating so that the Governments must listen. The whole country should be better advertised.

"Knocking" the Board's Work.

He regretted that the local trade paper should knock the work of the Maritime Board. When a publishing house of Ontario thought enough of the East to come down here and report the proceedings, it was a grave reflection on the local paper to which he referred.

The Treasurer then presented his financial statement, which was audited, found correct and adopted.

Mr. Saunders and Mr. Jenkins were appointed auditors.

The next subject, proposed by Chatham Board of Trade, was the taking over of branch lines by the I.C.R. This was dealt with by J. Y. Mersereau. He named the various lines which should be taken over. The following resolution was passed:

Branch Lines of I.C.R.

"That this assembly of the Maritime Board of Trade recommend that the Government be encouraged in the taking over of branch lines of railway in the Maritime Provinces.

"Further, that the Government be memorialized to extend and encourage the building of branch lines for the proper development of the Maritime Provinces, and that no existing lines be discontinued."

Agriculture vs. Classics.

Mr. Belyea, of the Maritime Board, dealt with the question that the Board urge upon the Provincial Boards of Education the advisability of introducing more agricultural and technical education into the common schools to the exclusion (if necessary) of classical and higher mathematical subjects.

He spoke of the uselessness of many subjects taught in schools and of the fact that it was not long since it was a common belief that a man who had no brains could at least be made a farmer. He was a believer in technical agricultural education.

It was moved by Mr. Belyea, and seconded by J. D. Creaghan, that the resolution should be adopted. Carried.

Mr. Creaghan said that in New Brunswick there was a want of agricultural education, and he would like to see some improvement in this connection.

Dr. Walker, of Truro, said he was glad to see a body of business men taking an interest in a subject of this kind. It was a good sign. The work of the Conservation Committee was referred to

as beneficial. It had stirred up a splendid effort. In his town he found most children left school at from 12 to 15 years of age. The curriculum betrayed a lack of anything practical. Much was being accomplished by manual training and domestic science. Both sexes required equal attention. This applied to the larger centres and did not reach the rural schools. Higher institutions were impracticable also, and failed to make a student able to earn any large amount of money by its inability to equip him with a definite training.

Educational bodies were rather set in their views, but they were being gradually forced into flexibility.

He suggested that every afternoon be devoted to practical or technical work by visiting mills, shops or factories, and later, when they grew stronger could serve in these places.

In the small territory of the Maritime Provinces there was just a little peril in the multiplicity of colleges. He felt that perhaps the union of some of the many institutions in the East into one great Maritime College would have placed the school on a par with the big universities of the world. He was not condemning the existing colleges but he would like the evolution of practical college life. (Applause.)

Mr. McDonald of Summerside, said he thought there was too much fancy education and the 3 R's were still paramount. He believed the teachers should be more practical. The will power and inclination of pupils should be studied more. He had raised a family of eleven and he knew. One of his daughters had learned a lot of Latin and hardly had she been out of school before she was married and what good was the Latin? (Laughter and applause.)

"Mean" Pay, Poor Teachers.

H. H. Stuart wanted a slight change in the resolution by altering a few words, eliminating the words "classical and mathematical," and inserting "less important." Too many low grade teachers were employed. In fact there were many schools where no teachers at all could be obtained. Low grade teachers were caused by the "mean" pay they were given. Compulsory attendance was necessary. It should be followed up to the age of 16. There were exceptions. Poor children should be looked after by the government.

Captain Read seconded Mr. Stuart's suggestion in regard to the changes in the resolution. He was a believer in mathematics and it was by all odds one of the most important of all subjects. He referred to the German nation's advancement through technical education. He believed the old school books used in the schools of the provinces, years ago were much better than those of to-day.

NOVA SCOTIAN ACTIVITY.

Fishing, shipping, mining and fruit growing are among the most prominent industries of Nova Scotia. These have been rapidly increasing in the past ten years and with a great many shrewd Scotchmen behind many of the big projects they are bound to increase for many more decades.

APPLE GROWING—One of the activities that Nova Scotia looks forward to each year is the shipment of apples from the Annapolis valley to the London market. Two years ago the quantity for export was 1,500,000 barrels; last year it was about 1,000,000, but unfortunately this year it is not likely to exceed 600,000 bbls. This does not mean that the crop is steadily becoming less; it shows merely to those who know that there are fluctuations in the crop. The apple crop next year may be 2,000,000 barrels, and the confident expectation is that before long Nova Scotia will have 5,000,000 barrels for export. Apple growing in this province is somewhat precarious, for the fickle weather has much to do with it, but despite the record of the past three years no one doubts for a moment that there is a yet greater future for apple culture in this province. Orchards have advanced 50 per cent in value during the past five years. The record of twenty years shows an enormous growth in output.

The average return to the orchardists of Nova Scotia for their apples should be at least $2 per barrel, so that three years ago, with the phenomenal crop, they had a return of $3,000,000, and normally should receive $2,000,000 at least. With the rapid growth of the acreage in orchard, now under way, the opening of new markets, and the development expected from the C.P.R. which now traverses the Nova Scotia apple region, the day is in sight when the annual receipts from the apple crop should be $8,000,000 annually.

LOBSTER FISHING—Nova Scotia has no monopoly of the English apple trade, for Ontario, the United States, Australia and Tasmania also have a strong hold on it. But in one article of natural produce Nova Scotia almost has a genuine monopoly. This is in the supplying of canned lobsters. It is estimated that the annual catch of lobsters in the world is 125,000,000, and of this the Maritime Provinces supply 85,000,000, valued at $4,500,000. The lobster pack that comes from anywhere else than this part of Canada is almost negligible. The catch of cod and other fishes by Nova Scotians brings the total annual value of the fisheries to about $9,000,000. Seeing the unique position of Nova Scotia in the lobster industry it is no wonder that anxiety is manifested to have its interests for the future carefully safeguarded by government regulations properly enforced.

SHIPPING—A new line of steamships has commenced sailings to Halifax, a direct line between Italy and Canada—the Italo-Canadian Line. Large quantities of fish are shipped to the Mediterranean from Nova Scotia and Newfoundland, hitherto going via New York. The idea of the direct Italian line is to cut out the shipments via New York and send them direct from the port of Halifax. It is said that there are very good prospects of accomplishing this. Another result of the direct service is that Italian products will be landed here more expeditiously and with greater economy.

T. W. Butler also spoke. He was a firm believer in practical education but he did not believe in consolidated schools. Consolidated schools were "consolidated deviltry." The country school should be fostered more. "Put some surplus money into the country schools and make a nation of peasantry and a credit to the world."

Mr. Lodge supported the amendment but suggested that the subject being so large would require more thought and it would be better handled by leaving it over for another year. Teachers were not paid properly and it was shameful to see laborers getting more salary than teachers. The best minds did not turn to teaching as a profession. He named a few of the great Maritime men and said that their careers were largely made by the excellence of the common schools. Teachers who know enough to tell children what they were made for and what they ought to be were the kind that were needed. He deplored the poor schools of Moncton. He

thought they could not be worse. He wished to add his protest against the New Brunswick school system. Few children knew enough nowadays to say "Yes, Sir," or No, Sir" to their elders or superiors, and it was most regrettable. Politeness was not taught in the schools. There was too much of the spirit that "Jack is as good as his master."

Mr. Higgs agreed that the subject should be left over as it was a tremendous question.

Mr. McNeil suggested that the very best educationalists should be invited to attend the meeting next year and make a big effort to sift the question.

Rev. Mr. McArthur suggested also that certain special books such as Dr. Robertson's Report on Conservation; also Dr. L. H. Bailey's works should be brought before the Board at next year's meeting.

Mr. McArthur moved an amendment to the amendment that the subject be left on the table until next year It was seconded by Mr. Lodge who again emphasized the need of thought on the question and it was carried.

Mr. Lodge gave notice of motion, seconded by Dr. Price as follows:—

Advisory Council.

"There shall be a Council composed of 5 members from the affiliated Boards, who shall be elected at each annual meeting of this Board in the proportion of 2 members from Nova Scotia; 2 members from New Brunswick; and 1 member from Prince Edward Island.

"The President, Vice-Presidents, Secretary-Treasurer and Corresponding Secretary of the Maritime Board shall be ex officio members of the Council. The Council shall meet on the 2nd Tuesdays of October, February and June at some central point convenient to the three provinces."

Before the meeting closed a letter was read from Calgary Municipal Labor Bureau, asking co-operation in the formation of a public government labor bureau. The letter and resolution were laid on the table.

T. WILLIAMS,
Re-elected Secretary of the Board.

Votes of thanks were passed for Mr. Lodge and other officers of the Board for the good work done last year. Captain Read paid compliments to the retiring president for his splendid efforts during the year.

Dr. Price, M.P.P., of Moncton, brought in a resolution just before closing which was seconded by Mr. Lodge and carried. It read as follows:

I.C.R. Agent in London.

"Whereas, the C.P.R. and other railways possessing Western interests have agencies in England, employed, successfully, in advertising their Western lands and stimulating and inducing immigration.

"And whereas: Their are great opportunities for a good class of farm settlers in the Maritime Provinces, on land contiiguous to the Intercolonial Railway, which, if occupied, would add to the traffic of this railway as well as to the prosperity of these provinces.

"Therefore Resolved: That the management of the I.C.R. be requested to consider the advisability of establishing a permanent agency in Great Britain, and a connection with some Atlantic Steamship Company:

"Also: That Intercolonial Railway act in conjunction with the

STORM OVER INCREASED FREIGHT RATES.

The subject which provoked the most animated discussion of the convention was the recent action of the Minister of Railways and Canals in raising the freight rates on the Intercolonial Railway in order to make the system pay. This was roundly denounced by every delegate who spoke, all taking the ground that at the time of Confederation the Maritime Provinces surrendered taxation rights and undertook obligations which entitled them to special I.C.R. privileges. Free canals, moreover, had not benefited the Eastern provinces.

The following is a copy of Capt. Read's resolution which was carried unanimously:

"Whereas the I.R.C. & P.E. Island Railways were acquired and built by the Federal Government as part of the terms of Confederation, as a recognition of extra revenue from indirect taxation yielded by the Maritime Provinces, and were not intended to be revenue producing roads but part of the quid pro quo for the surrender of the right of indirect taxation made by the said Maritime Provinces, and further to cement the bond of union between the eastern provinces and the two larger provinces of Quebec and Ontario;

"And whereas the Maritime Provinces later acceded to the proposition of making the canals of Canada free, thus surrendering for the benefit of the Western Provinces of Canada including Quebec and Ontario $100,000,000 worth of public property for which the Maritime Provinces had paid their due share, and from which they received no direct benefit;

"And whereas the said Maritime Provinces have freely given of their blood, brawn, wealth and intelligence and submitted to greatly increased indirect taxation to build up the other Provinces of Canada;

"Be it therefore Resolved, that this Maritime Board of Trade protests against the insidious efforts of the Federal Governments, both Liberal and Conservative, to make these government roads revenue producing;

"Further Resolved, that the recent advance in freight rates, especially local rates, are in the opinion of this Board unjust and unduly burdensome to these Maritime Provinces and ought at once to be reduced, except where readjustments are necessary to meet actual anomalies;

"Further Resolved that a copy of these resolutions be forwarded to all the members of Parliament representing Maritime constituencies and to each member of the Federal Cabinet."

Agents General representing these provinces in Great Britain."

It was then moved by Dr. Walker and seconded by G. A. Saunders as follows:

Archives Agency.

"Whereas the knowledge of the first settlement and early history of the various districts of Eastern Canada is much limited by the scattering of family and public letters, documents and books, as well as by their destruction by fire:

"And whereas: Owing to the carelessness and lack of interest of persons having the custody of such historic materials such losses are continually occurring

"And whereas: The expense of employing a competent staff of experts to collect, index and catalogue the same, and render them available for students is such that the Local Government have not undertaken the work.

"And whereas, the Dominion Government has organized an Archives Department for all Canada for that purpose, and has lately established an Agency at Halifax for the convenience of the Maritime Provinces.

"Therefore Resolved; That the Maritime Board of Trade recognizing the importance of such efforts to preserve our historic records, expresses herewith its approval of the same, in order that no unnecessary time may be lost in placing such materials in a place of security and safety."

Sail on the Miramichi.

In the afternoon, the visiting delegates were given a delightful sail up and down the Miramichi River where refreshment, music and speeches completed a splendid meeting. Many nice things were said of E. A. McCurdy and his able helpers of the Newcastle Board of Trade, as well as the citizens who made the gathering so successful.

Banquet on Thursday Evening.

In the evening a banquet was given the delegates also by the Newcastle Building Trade. The banquet was graced by the presence of Premier Flemming of New Brunswick, as well as many members of Parliament. Some notable speeches were made and a royal good time was enjoyed.

The Miramichi Hotel served a repast which was a credit to the town and the management.

List of Delegates.

The delegates present were: M. Lodge, T. Williams, Dr. Price, M.P.P., Moncton, N.B.; E. A. Saunders, W. C. Milner, Halifax, NS.; Dr. Walker, Truro; D. Morrison, J. D. Creaghan, S. W. Miller, P. Hennessy, Henry Harvey Stuart, E. A. McCurdy, George Statler, T. W. Butler, C. J. Morrissey, Rev. S. J. MacArthur, W. H. Belyea, W. J. Jardine, A. H. MacKay, Hon. John Morrissy, Newcastle; Joseph Read, R. H. McDonald, Summerside, P.E.I.; J. Y. Mersereau, W. S. Loggie, George Watt, D. P. McLaughton, Chatham; James Harrigan, Chelmsford; John McCohn, Nort'h Esk; John Betts, Millerton; H. W. Woods, Welsford, N.B.; E. T. Higgs, R. H. Jenkins, A. C. Duchemin, Charlottetown, P.E.I.

The following committee deserve great credit:—

UNEQUAL TAXATION.

"That this Board, recognizing the general dissatisfaction that exists with respect to the distribution of the burden of civic and municipal taxation, particularly with respect to arriving at a correct valuation of personal property and income, memorializes the local governments to appoint commissions at their next meeting to investigate the grievances complained of with a view to providing a remedy."—Passed unanimously by Maritime Board of Trade.

PRINCE EDWARD ISLAND INDUSTRIES.

Prince Edward Island Province is known as the "Garden of the Gulf." This is no misnomer for it is first and last an agricultural province. Agriculture is increasing in prominence year by year and is bound to go forward for a good many more. Dairying, too, is an important industry and is rapidly on the increase.

FISHERIES—Being an Island, the fishing industry is an important one. In recent years considerable attention has been paid to oyster fishing. Surveys are now being made of the possible oyster farms. There are however certain portions of the foreshore of the province that have produced oysters in varying quantities ever since the island was settled and it is believed that barren areas in these districts can be cultivated successfully. The greater portion of the oysters produced come from the Gulf shore in the north, the principal indentation of which is Richmond Bay.

Last year 100 barrels of United States seed oysters were imported from Long Island and Oyster Bay. One oyster farming firm report the following catches during the past four years showing the increase so far as this firm was concerned:—

1909—259 *bushels selling for* $2,468.25.
1910—284 *bushels selling for* $2,560.25.
1911—336 *bushels selling for* $2,933.75.
1912—410 *bushels selling for* $3,406.00.

The Provincial Government is considering a proposal to dredge out the old shells in certain bays leaving a level bottom on which oysters will be planted.

FOX FARMING—No reference could be well made about Prince Edward Island industries without mentioning the rapid advance of fox farming. A great deal of money is now being made out of the black fox. Companies have been organized to carry on the farming and good profits have resulted as the black fox skins are valuable.

When the Commission of Conservation met last January in Ottawa, a paper was read by J. Walter Jones on the fox industry in Canada in which was pointed out its rapid growth in the Maritime provinces and its prospects. Before a study was made of the various fox farms it was thought that there were no more than a half dozen or so but investigations have proved that the industry is a much more important one. Prince Edward Island is recognized as the pioneer province in this work so that when anyone thinks of a fox farm he immediately thinks of this Island. The Department of Agriculture of Russia has been interested in this industry and through a Russian agent in the United States, sales of Prince Edward Island foxes have been made to breeders in Russia.

An indication of the growth of this industry is to be had from the fact that a number of Canadians have written to the Department of Commerce at Washington, seeking to buy a number of black foxes from the U.S. government preserves in Alaska.

Hall and Decorating.—A. H. Cole, James Stables and William Nicholson.

Outing.—J. D. Creaghan, John Ferguson and E. A. McCurdy.

Banquet.—W. J. Jardine, Hon. D. Morrison and A. H. Cole.

Notes on Convention.

Letters of regret were recived from a dozen Members of Parliament stating their inability to attend.

The town of Newcastle was gaily decorated with flags and the merchants deserved great credit for specially dressing their windows and stores.

The usual fine weather greeted the Board and great enthusiasm existed.

A special vote of thanks was tendered Mr. Williams, secretary and treasurer. The president in presenting it said some complimentary things about the good work done by Mr. Williams.

Mr. McCurdy's automobile was most generously used by the visiting delegates. It was unfortunate that he was called away owing to the sudden death of his brother.

Old time and popular men like A. M. Bell of Halifax, were missed. It was regretted by all delegates that Mr. Bell was detained at home owing to ill-health.

A vote of thanks to the Press was passed unanimously.

Eliminating Vermin From the Cereal Bins

The salesman in a Glace Bay, N.S. store has very kindly forwarded to The Canadian Grocer, correspondence dealing with an important question—that of ridding oatmeal and other cereals of insects. This man is a Scotsman by birth and is naturally interested in anything pertaining to the welfare of oatmeal. He took the matter up with the Department of Agriculture of Nova Scotia, and sends us the replies to his letters, which will prove interesting to many readers.—The Editor.

The Editor, The Canadian Grocer:

Dear Sir,—Please find enclosed two letters from R. Matheson, M.S.A.Ph.D., Truro, which may prove of some interest to your readers.

We have been troubled with pests referred to for some time, and have tried several means of getting rid of them, but without success.

I sent a sample of infested oatmeal, cream of wheat, etc., to Agricultural College, Truro, for investigation, with a letter explaining circumstances and received these letters in reply.

We have been experimenting on plan suggested, and hope to meet with success. D. MAITLAND.

Glace Bay, N.S.

* * *

MILLS SHOULD BE CAREFUL.

D. Maitland, Glace Bay, C.B...

Dear Sir,—Your letter to Prof. Cumming has been referred to me, and the package of grain infested with insects has also reached me. Your meal, wheat and the cracked corn is infested with the Mediterranean flour moth. This is a very serious pest in many of the large as well as small milling establishments throughout Canada and United States. However, mills should not ship goods which are infested with these pests. However, since they are in the material you receive it is impossible to get rid of the pests by putting it through sieves, inasmuch as the eggs pass through and hatch out in a short time, giving you another infestation. The place of controlling these pests is, of course, in the mills where the grain is prepared for shipments. Unfortunately, your store is infested with this pest, and you will probably have to clean up.

There are several methods of treating this pest. The most effective is by the use of hydrocyanic acid gas. This is a very poisonous gas, and must be handled with a great deal of care. Another method sometimes recommended is by the use of heat. Perhaps in your warehouse or bins you could arrange to use the heat method much more satisfactorily than by the use of hydrocyanic acid gas. You should heat your bins or warehouse to a temperature of 120 degrees Fahrenheit, and maintain this temperature for at least six hours.

However, before you attempt to fumigate or treat with heat if you would give me a little more detailed account of your conditions and the quantity, I could probably better advise treatment.

I am desirous of securing a quantity of this material for class use, and should be very glad if you would send me a quantity of the badly infested meal. I shall be glad to pay expressage or postage on it.

Trusting to hear from you in regard to this. ROBERT MATHESON.

Dept. of Agriculture, Truro, N.S.

SUGGESTS SCALDING WATER.

Mr. Matheson's second letter on the question follows:

D. Maitland, Glace Bay, C.B.

Dear Sir,—As you suspect the trouble with the infestation of your flour, meal, and so forth, lies with the mills rather than yourself, I fear I can give you little help in this matter. If your meal, flour, etc., is clean in the barrels before placing in the bins, you may find the following treatment quite satisfactory. As your bins contain only about 200 lbs. each, and as I presume they are quite tight, I would advise that you clean the bins and scald with boiling water. In this way you will kill all the worms that may be hidden in the cracks or corners, and at the same time destroy all the eggs. This should give you better satisfaction than any fumigation method, inasmuch as the bins to be treated are very small.

Trusting you may find this will give you satisfaction and rid you of these pests. ROBERT MATHESON.

GOOD N.B. POTATO CROP.

Outlet Being Looked for in the Cuban Market This Year.

St. John, N.B., Aug. 26.—(Special).—Local dealers are looking forward to a most abundant potato crop in New Brunswick this year. There is every reason to believe that a record will be established. Last year potatoes were in good supply, and there was such an abundance in many places that the spring saw prices much lower than is usually the case, with many barrels left on hand unsold by farmers who had been holding back.

A local produce dealer speaking of the matter recently said that Premier Fleming had been spoken to and the Federal Government would be approached in an effort to secure a subsidy for a potato steamer to run to the Cuban market from St. John as indications from Upper Canada and the States are that there will not be a very strong demand for potatoes from here owing to good crop results. During the last couple of years Ontario has taken large local shipments. It is the expectation of local shippers that they will export hundreds of barrels this year to Cuba, as the crop will be most abundant according to the present outlook from all sections.

New Brunswick Summer Goods Window

Takes Second Prize in the Contest, Class 2 — An Attractive Camp Goods Trim Shown — How It Was Made —Second Prize Class 1 Goes to Calgary.

The second prize in Canadian Grocers' summer goods window dressing contest for places under 10,000 population was won by E. W. Watling, with the J. B. Snowball Co., of Chatham, New Brunswick. The window is reproduced herewith and it will be seen it is a very attractive display. If any criticism at all were made it would probably be that the outdoor scenes — the camp, the trees in the background and the kettle — predominate, whereas the goods themselves should be the first consideration.

The window, however, cannot be criticized very much on this score as it is a particularly good trim and would look much better in the original than in the photograph.

How Window Was Dressed.

A camping scene is of course represented. The bottom of the window is strewn with spruce boughs and on these are placed such seasonable lines as canned soups, canned beans, meats of all kinds; pickles, olives, lime juice, syrups, apple cider, etc. On the right side is a small tent and on the left a sod is laid out into which a fire-place has been built. Overhanging this is an iron kettle such as is used in the woods. Under the burnt wood in the fire-place a red electric bulb was placed so that at night it gave the impression of a fire. This made a very alistic scene.

The rear of the window was built with young spruce trees, the centre of the back being filled with a pyramid of canned pork and beans on the top of which stood a card reading; "We have everything the camper needs in the line of eatables."

Between two trees a small hammock was hung in which a doll reposed and under which choice boxes of chocolates were strewn between two small pyramids of oranges. The book "Corporal Cameron" lay at the bottom of one of the trees and chocolate show cards occupied places among the branches.

A Calgary Winner.

The second prize for cities over 10,000 population goes to F. G. Jones, salesman with W. S. Low, Calgary, Alta. Owing to the fact that one side of the photograph is blurred, it is not being reproduced. The display was found particularly valuable in increasing the sales of canned goods. The second prize in each case is $3.

Camp Goods Trim Made by E. W. Watling with the J. B. Snowball Co., Chatham, N.B. This is a Second Prize Winner in Contest.

THREAT OF RETALIATION.

The Tea and Coffee Trade Journal of New York says:—

By a combination of the effects of the so-called Reciprocity Treaty between Canada and the British West India Islands, and the provisions of the Underwood bill, by which retaliatory duties are to be levied where a discriminating tariff has been passed against the United States, there is a possibility that the price of cocoa will be raised in this country and the business of cocoa manufacture threatened by a corresponding decrease in the price of the raw product abroad. On July 3 the Canadian preferential, designed by Premier Borden to favor the West India Islands, went into effect. According to Edward F. Eberstadt, of A. D. Straus & Company, cocoa importers, of New York, the Islands responded by giving Canada an advantage of twenty per cent. over the United States in their imports. Mr. Eberstadt points out that the results of this action would be to hurt the Islands by losing them a good customer, when, as will be necessary, America places a retaliatory duty on their exports; and to upset our cocoa market by enabling other producers at a greater distance to raise their price, once the Trinidad competition was removed. Futhermore, he said, if the Trinidad product were diverted to the markets of Europe, the price of raw cocoa would be lowered there, and an additional advantage would be given to the European manufacturer with whom the American already competes sharply. The only solution of the difficulty which he was able to suggest was the repeal by the Islands of the tariff rulings inspired by Canada.

A crusade against merchants who sell as "cider vinegar" a concoction that has not been near an apple and is injurious to health has been started in Pennsylvania and over 225 prosecutions have been ordered. Much of the liquid was bought at 12 cents a gallon.

Splendid Prospects in Canned Pineapples

Rapid Sales of This Line in Past Forec asts Good Future—Pineapple Possesses Medicinal As Well As Food Qualities—How It Grows And Information on Canning Process.

Canned pineapple is a line which a great many retail grocers are featuring with splendid results. Pineapple is one of the best of preserved fruits on the market, possessing not only good food, but good medicinal qualities.

Pineapple plants about 6 months old—they have not yet commenced to fruit.

Some of the same plants at 12 months old—The fruit here is about one-quarter grown.

Used in Many Ways.

Pineapple is good at any time, with any meal. It makes a most delicious breakfast fruit, or can be made into dozens of tempting combinations with ice cream, whipped cream, maraschino cherries, strawberries, other berries and fruits. The grated and shredded forms are used in cake, pie, ice cream and dessert making.

These forms are of equal quality with the sliced, and are canned with the same care. Only large perfect pineapples are used. The core is cut out by machinery and thrown away. To fit the can properly, the peeled pineapple is cut by machinery into a sliced pineapple. Large outside pieces of the best part of the fruit are left. These are put up as crushed and grated pineapple.

Long Time to Mature.

The accompanying pictures show how pineapples are cultivated in the fields in Hawaii Island. They are planted in rows a short distance apart. As will be noted from the underlines of the cuts it takes pineapple about a year and a half to mature. Fields are, therefore, planted in rotation, so that crops are ripening several months in the year.

That the consumption of canned pineapple is rapidly increasing is shown from the figures available giving progress of sales in the United States. In 1907 over 5,000,000 cans were sold of pineapple packed in one island. In 1909 sales jumped to 20,000,000 cans, while the present production is 31,000,000, and the demand is far in excess of the supply.

A Line to Feature.

Retailers would do well to give particular attention to this line. Good sales can be made because it is a food that brings repeat orders.

The plants at 14 months, showing the fruit still growing. In about four weeks more it will be fully matured.

A pile of fully ripened pineapples at 18 months—picked and ready to be taken to the cannery.

Second Advance of 10c. in Sugar

Fifth Fluctuation This Year—Raw Market Still Rising—Salmon Prices Far Below Last Year's—Prices on Canned Beans, Raspberries and Lawtonberries Are Out, And Are Lower.

MARKETS IN BRIEF

QUEBEC.

PRODUCE AND PROVISIONS—
- Eggs move up 1 cent all round.
- Situation in meats a puzzling one.
- Butter firming at primary sources.

FISH AND OYSTERS—
- B.C. salmon declines to 12 and 14c.
- Sword fish firmer as season closes.
- Bluefish and doree each drop 1c.
- Carp advances 1c.
- Smoked bloaters and kippers show advance on new stock.
- Lobsters move up 2c.
- Oyster season opens Sept. 1.

FRUIT AND VEGETABLES—
- California shipping season nearing an end.
- Basket apples and tomatoes holding high.
- Sweet potatoes appear for first time.

FLOUR AND CEREALS—
- Oat crop light. This means large quantity oat screening and firm prices in rolled oats.
- Buyers all anxious to stock up cornmeal, but supplies at hand are practically nil.
- Flour and mill feeds all hold firm.

GENERAL GROCERIES—
- Sugar moved up 10c Tuesday to $4.50 basis.
- Prices announced on canned salmon, string beans, lawtonberries and red raspberries.
- California loose muscatels move up ½c.
- Seeded raisins advance ½c.
- Imported herrings advance 5c doz.
- Singapore tapioca drops ½c.

ONTARIO.

PRODUCE AND PROVISIONS—
- Eggs firmer, some grades advancing one cent.
- Supply of hogs continues light, with threatened drop in prices at first increase in number.
- Cheese still too high for export.
- Broilers drop 2c at Exhibition rush.

FISH AND OYSTERS—
- First shipment of oysters reaches Toronto. Quality better than opening in former years. Prices same this year.
- B.C. salmon plentiful, but prices firm.

FRUIT AND VEGETABLES—
- Crawford peaches down to 75-85c.
- Plums from 20 cents up.
- Lawtonberries dropped to 6 cents.
- Cantaloupes much lower.
- Tomatoes down to 20 to 25c, and potatoes to $1.25 a bag.

FLOUR AND CEREALS—
- Crop reports from west very favorable.
- Ontario oat crop best in five years.
- Cornmeal and mill feeds continue firm at the increased prices announced one week ago.

GENERAL—
- Sugar advanced 10 cents.
- Salmon prices announced far below last year's.
- Prices announced on beans, red raspberries and lawtonberries.
- Tea market in bad condition for packers.

QUEBEC MARKETS.

Montreal, P. Q., August 27.—Business for season is remarkably good, and even beyond jobbers' expectations. This week one prominent wholesaler states: "There would appear to be quite a marked easing up in money market of late judging from the tremendous business which is at present passing." Sugar is accountable for a large portion of the business, but even at that prospects for good trading all round are bright.

SUGAR.—All refined sugars advanced 10 cents per 100 lbs. on Tuesday morning at 9.30 which now brings prices up to a $4.50 basis. On May 12, following the new West Indian tariff adjustments there was a decline of 20 cents per 100 lbs. This has now been totally cleared away, as prices are now back to the level existing before that time.

As to the future, Montreal dealers are bullish on sugar market. Raws are steadily advancing, and Tuesday at 3.80 in New York are fully 20 cents higher than two or three weeks ago. Together with this, dealers state that refiners could still put on 20 cents on their prices and even then fear no outside competition. Thus a bullish feeling generally prevails.

Critical season on European beet is now approaching, but in two weeks a fair knowledge should be had of exact situation. Just now heavy consumption in Europe is forcing up prices.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	4 50
20 lb. bags	4 60
2 and 5 lb. cartons	4 80
Second grade, in 100 lb. bags	4 35
Extra Ground Sugars—	
Barrels	4 90
50 lb. boxes	5 10
20 lb. boxes	5 30
Powdered Sugars—	
Barrels	4 90
50 lb. boxes	5 10
25 lb. boxes	5 10
Paris Lumps—	
100 lb. boxes	5 25
50 lb. boxes	5 45
25 lb. boxes	5 55
Crystal Diamonds—	
Barrels	5 30
100 lb. boxes	5 45
50 lb. boxes	5 55
5 lb. cartons	6 40
Crystal Dominoes, cartons	7 20
Yellow Sugars—	
No. 3	4 55
No. 2	4 55
No. 1	4 15

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

SYRUP AND MOLASSES.—While sugars all tend upward, there is practically no change in molasses situation over week ago. The situation is a peculiar one. On primary sources there still appears a tendency even to weakness, but margin is not by any means sufficient to go and come on.

Amongst dealers in corn syrups, opinion is still firmly held that an advance in these syrups would be quite justified, following the marked firmness in corn.

Barbados Molasses—	Prices for Island of Montreal. Extra Fancy.	Fancy.	Choice
Puncheons	.44	.41	.39
Barrels	.47	.44	.42
Half Barrels	.49	.46	.44

For outside territories prices range about 2 cents lower per gallon than for delivery, Island of Montreal.

Carload lots of 20 puncheons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—		
Barrels, per lb. .03¾; ½ bbls. .03½; ¼ bbls. .03¾		
Pails, 38½ lbs. 1.75; 25 lbs.		1.25
Cases, 2 lb. tins, 2 doz. in case		2 40
Cases, 5 lb. tins, 1 doz. in case		2 75
Cases, 10 lb. tins, ½ doz. in case		2 65
Cases, 20 lb. tins, ¼ doz. in case		2 60
Maple Syrups—		
Pure, per 8½ lb. tin		0.75
Pure, in 15 gal. kegs, 8c. per lb., or per gal		1.00
Maple Sugar, pure, per lb.	0 10	0 11

DRIED FRUITS.—California loose muscatels, 3 crown, moved up this week another ½ cent, which brings the price up to 7½ cents per lb.

Seeded raisins have also moved up ½ cent, both on fancy and choice. At primary sources market is strong on new crop. Almost all California fruits show a reduced output. This is probably not so marked as pictured by growers, but there appears no doubt that a shortage does exist. In addition, stocks locally in many lines are greatly reduced, so that higher prices are anticipated.

For future delivery prunes have already advanced beyond opening prices with indications of greater firmness to follow.

In face of the 50 per cent. apple crop in Canada this season, and the fact that gallon apples in New York have advanced $1 per doz at least within the past few months, dealers advise early buying of both evaporated and gallon apples. Though there is a considerable holdover from last year, they claim that before the season is out a big advance will be seen.

EVAPORATED FRUITS.		Per lb.
Apples, 50-lb. boxes	0 07½	0 08
Nectarines, choice	....	0 11
Peaches, choice	....	0 09¾
Pears, choice	....	0 12½
DRIED FRUITS.		
Candied Peels—		
Citron	....	0 17
Lemon	....	0 11
Orange	....	0 12
Currants—		
Amalias, loose	....	0 07
Amalias, 1-lb. pkgs.	0 07½	0 08½
Filiatras, fine, loose	0 06½	0 07
Dates—		
Dromedary, package stock, per pkg..	....	0 10
Fards, choicest	....	0 11
Hallowee, loose	....	0 05
Hallowee, 1-lb. pkgs.	....	0 06½
Figs—		
Finest, 6 crown, about 12 pounds....	....	0 15
Same fruit, 5 and 4 crown, 1 and 2 cents less.		
Prunes—		
40 to 50, in 25-lb. boxes	....	0 13
50 to 60, in 25-lb. boxes	....	0 12
60 to 70, in 25-lb. boxes	....	0 11
70 to 80, in 25-lb. boxes	....	0 07½
80 to 90, in 25-lb. boxes	....	0 07
Raisins—		
Malaga table, box of 22 lbs., according to quality	2 50	5 25
Muscatels, loose, 3 crown, lb.	....	0 07½
Sultana, loose	....	0 10
Sultana, 1 lb. pkgs.	....	0 11
Valencias, old stock	....	0 08
Seeded, fancy	....	0 [illegible]
Seeded, choice	....	0 [illegible]

Prices quoted on all lines of fruits liable to be shaded for quantities, according to the state of the market.

TEA.—Japan teas continue practically unchanged. Demand for Ceylons is improving so that on primary sources both Orange Pekoes and Pekoes have shown an advance. Not much word is forthcoming with regard to China teas. It is

reported, however, that prices are likely to be higher this season than last year. Already the financial situation in that country, and also the unrest prevailing, have accounted for a 2 cent advance, and if this keeps up, it may result in higher teas to buyers here.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 18	0 25
Common	0 15	0 18
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
Garden grown	0 75	1 00
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Spanish No. 1	....	0 12¼
Virginia No. 1	....	0 13¼
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey, gunpowder, pinhead	0 30	0 50

SPICES.—Cream of tartar is advancing steadily on primary sources. Crops have been bad, and prices are being firmly held all round. Manufacturers state that an advance to retailer will have to be forthcoming shortly.

Peppers continue firm as reported last week, but margin is not yet great enough to cause any advance locally.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	0 10	0 13—0 15
Allspice, whole		0 12—0 15
Cinnamon, whole		0 20—0 25
Cinnamon, ground	0 17—0 18	0 20—0 25
Cinnamon, Batavia		0 25—0 35
Cloves, whole		0 28—0 30
Cloves, ground	0 18—0 23	0 28—0 30
Cream of tartar	0 18—0 21	0 27—0 30
Ginger, Cochin	0 12—0 15	0 18—0 21
Ginger, Jamaica, ground	0 15—0 18	0 22—0 25
Ginger, Jamaica, whole		0 22—0 25
Ginger, African, ground		—0 16
Mace		0 75—1 00
Nutmegs, brown, 64s, 50c; 80s, 40c; 100s		—0 35
Nutmegs, ground, bulk, 40c; 1 lb. tins		—0 50
Pastry spice		—0 25
Peppers, black, ground	0 10—0 14	0 17—0 20
Peppers, black, whole		0 18—0 20
Peppers, white, ground	0 15—0 23	0 27—0 30
Peppers, white, whole		0 26—0 28

Seeds—	Per lb.	
Canary	0 10	0 12
Caraway, Canadian	....	0 10
Caraway, Dutch	....	0 14
Cardamon	1 25	1 50
Celery	0 40	0 50
Hemp	0 05½	0 06
Rape	0 07	0 07½

RICE AND TAPIOCA.—Singapore tapioca dropped ½ cent per lb. this week both on seed and medium pearl. Penang holds unchanged at 4½ to 5 cents.

Rangoon Rice—	Per cwt.
"B," bags 50, 100 and 250 lbs.	3 15
"B," pockets, 25 lbs.	3 25
"B," pockets 12½ lbs.	3 35
"C.C.," bags 50, 100 and 250 lbs.	3 05
"C.C.," pockets 25 lbs.	3 15
"C.C.," pockets 12½ lbs.	3 25
India bright	3 30
Lustre	3 40
Fancy Rices—	**Per cwt.**
Polished Patna	4 40
Pearl Patna	4 60
Imperial Glace	4 90
Sparkle	5 10
Snow, Japan	5 30
Ice drops Japan	5 45
Crystal Japan	5 10
Carolina head	7 10
Imported Patna—	**Per lb.**
Bags 224 lbs.	0 05⅛ 0 05⅜
Half bags, 112 lbs.	0 05¼ 0 05½
Quarter bags, 56 lbs.	0 05⅜ 0 05⅝
Velvet head Carolina	0 09 0 10
Sago, brown	0 05½ 0 06
Tapioca—	**Per lb.**
Singapore, medium pearl	0 05 0 05½
Singapore, seed	0 05½ 0 06
Penang	0 04½ 0 05

NUTS.—Filberts continue to advance on primary sources, this week moving up 2 cents. Locally there are no changes to report.

In shell—	Per lb.	
Almonds	....	0 17
Brazils	0 20	0 21
Filberts	0 13	0 14
Peanuts, American, according to qual.	0 08¾	0 11¾
Peanuts, French	....	0 09
Pecans, polished, large	0 18	0 19
Walnuts, marbots	0 15	0 16
Shelled—		
Almonds, Tarragona, soft,	0 15½	0 17½
Almonds	0 33	0 34
Almonds, Valencia	0 37½	0 39
Peanuts	0 08	0 09
Walnuts	0 31	0 33

ONTARIO MARKETS.

Toronto, Aug. 27.—A second rise in the price of sugar and the announcement of the canned salmon prices are the new features of the general markets this week. This further rise in sugar was referred to as quite probable in Canadian Grocer last week, owing to the rising markets in raws, and even a third increase would not surprise some students of sugar markets.

SUGAR.—The rise of 10 cents which was announced on Tuesday of this week is the fifth fluctuation during the present year. One year ago sugar was much higher, $5.05, as compared with $4.60 now.

The following are the fluctuations since the first of 1912, Toronto prices:

1912.	
Jan. 1	5 75
Jan. 4	5 65
Jan. 11	5 55
Jan. 25	5 45
Feb. 7	5 35
Feb. 10	5 65
March 25	5 55
April 2	5 45
May 29	5 35
June 13	5 25
June 24	5 10
Aug. 13	5 05
Oct. 2	4 95
Oct. 17	4 85
Unchanged to end of year.	
1913.	
Jan. 7	4 70
May 27	4 60
May 13	4 40
Aug. 4	4 50
Aug. 26	4 60

A local broker, in discussing the situation, stated that the real reason for present increase was that, although the world's visible supply was large, there had been no speculation, and the buyers were forced to keep in the market. Thus the demand, with the Cuba supply nearly cut off, was very keen, and there might be a good deal of scurrying to cover in September. The European beet crop, which came on in October, was large, and with a good crop in Cuba it would be hard to prognosticate what would happen.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	4 60
20 lb. bags	4 70
2 and 5 lb. cartons	4 90
Beaver granulated, in 100 lb. bags	4 45
Extra Ground Sugars—	
Barrels	5 00
50 lb. boxes	5 20
25 lb. boxes	5 40
Powdered Sugars—	
Barrels	4 80
50 lb. boxes	5 00
25 lb. boxes	5 20
Paris Lumps—	
100 lb. boxes	5 35
50 lb. boxes	5 45
25 lb. boxes	5 65
Crystal Diamonds—	
Barrels	5 40
100 lb. boxes	5 35
50 lb. boxes	5 45
5 lb. cartins	7 50
Crystal Dominoes, cartons	7 60
Yellow Sugars—	
No. 3	4 55
No. 2	4 45
No. 1	4 15

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

MOLASSES AND SYRUP.—Although the corn syrup manufacturers are being watched for a rise in prices there were no indications of such a movement up to Wednesday noon, although one or two remarked that "wise men" should do some extra buying just now.

Syrups—		Per case.
2 lb. tins, 2 doz. in case	....	2 40
5 lb. tins, 1 doz. in case	....	2 75
10 lb. tins, ½ doz. in case	....	2 65
20 lb. tins, ¼ doz. in case	....	2 60
Barrels, per lb.	....	0 03¼
Half barrels, lb.	....	0 03½
Quarter barrels, lb.	....	0 03¾
Pails, 38½ lbs. each		1 75
Pails, 25 lbs. each		1 25
Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50
Maple Syrup—Compound—		
Gallons, 6 to case		4 80
½ gals., 12 to case		5 40
¼ gals., 24 to case	4 80	5 40
Pints, 24 to case	2 70	3 00
Maple Syrup—Pure—		
5 gallon cans, 1 to case	....	1 25
Gallons, 6 to case	6 60	8 00
½ gallons, 12 to case		7 25
Quarts, 24 to case	7 25	8 40
Pints, 24 to case	....	4 70
Maple Sugar—		
Pure, per lb.	0 14	0 15
Maple Cream Sugar—		
24 twin bars	....	1 80
40 and 48 twin bars	....	3 00
Maple butter, lb. tins, dozen	....	1 80

NUTS.—While the trend of the market is upwards, no changes were announced this week.

In shell—	Per lb.	
Almonds, Formigetta	0 15	0 16
Almonds, Tarragona	....	0 17
Brazils	....	0 15
Filberts, Sicily	....	0 12½
Filberts, Barcelona	....	0 09½
Peanuts, green, per lb.	0 10	0 10¼
Peanuts, roasted	0 12	0 14
Pecans	0 18	0 20
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Grenoble	0 16	0 16¼
Walnuts, Marbots	0 14	0 15
Walnuts, Cornes	0 13	0 14
Shelled—		
Almonds	0 40	0 41
Filberts	....	0 27
Peanuts	0 09	0 10
Pecans	....	0 75
Walnuts	0 32	0 35

SPICES.—The demand is becoming livelier for pickling but prices remain unchanged.

	5 and 10 lb. Tins,	¼ lb. pkgs. doz.	¼ lb. tins, doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 95	—1 08
Cream tartar	30—32	.....	.....
Curry powder	—35	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	19—22	67—0 75	80—0 90
Peppers, white	27—29	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Cardamon seed, per lb., in bulk	1 80	2 25
Carroway, per lb.	....	0 10
Cinnamon, Ceylon, per lb.	....	0 50
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 60	0 70
Shredded cocoanut, in pails	0 18	0 20

DRIED FRUITS.—While the tendency of nearly all dried fruits is to advance the market this week is not quotably higher.

Apples, evaporated, per lb.	0 07½	0 08
Apricots—		
Standard, 25 lb. boxes	0 15	0 17
Choice, 25-lb. boxes	0 17	0 19
Fancy	0 20	0 22
Candied Peels—		
Lemon	....	0 12½
Orange	....	0 13
Citron	....	0 18
Currants—		
Filiatras, per lb.	....	0 07
Amalas, choicest, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Vostizzas, choice	....	0 10
Vostizzas, shade dried, Cleaned, ¼ cent more.	0 10½	0 11
Dates—		
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½

Figs—		
Natural figs, in bags, lb.	**0 05**	**0 07**
Comadre figs, in taps, per lb.	**0 04**	**0 04½**
Eleme figs, in boxes, according to size, lb.	**0 10**	**0 15**
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 09	0 10
Choice, 50-lb. boxes	0 08¾	0 09
Raisins—		
Sultana, choice	**0 10**	**0 12**
Sultana, fancy	**0 12**	**0 14**
Valencias, old stock	0 08	0 08½
Seeded, fancy, 1 lb. packets	....	0 09
Seeded, fancy, 1 lb. packets	0 08	0 08½

RICE AND TAPIOCA.—The market is unchanged as compared with one week ago.

Rangoon, per lb.	0 03¼	0 04
Rangoon, fancy, per lb.	....	**0 05½**
Patna, per lb.	**0 05½**	**0 06½**
Japan, per lb.	**0 05½**	**0 08**
Java, per lb.	**0 06½**	**0 07**
Carolina, per lb.	**0 08**	**0 10**
Sago—		
Brown, per lb.	**0 05**	**0 05½**
White, per lb.	....	**0 06½**
Tapioca—		
Bullet, double goat	....	**0 09½**
Medium pearl	....	**0 05½**
Seed pearl	....	**0 05½**
Flake	....	**0 09½**

COFFEES.—The market all around is firmer this week.

Coffee, Roasted—		
Bogotas	**0 27**	**0 28**
Gautemala	**0 26**	**0 28**
Jamaica	**0 24**	**0 25**
Java	**0 32**	**0 35**
Maricaibo	**0 25**	**0 26**
Mexican	**0 27**	**0 28**
Mocha	**0 30**	**0 32**
Rio	0 18	0 20
Santos	0 21	0 23
Chicory, per lb.	**0 10**	**0 12**

TEAS.—A London cable received Wednesday morning states that the market is "all around firm with a slight advance in prices." In an editorial in this issue the situation is presented in a vivid manner by a Canadian packer, and bears out the cables published during the past few weeks. In spite of the unfavorable situation from the packers' point of view there has been no hint so far of raising the price to the retailer.

CANNED GOODS.

Montreal, Aug. 27.—Opening prices on salmon have this week been announced and show a reduction of from 30 to 40 per cent. over last year's prices. This is the lowest prices that have been since 1909, the year of the last big run. Catches have been heavy, so that salmon should form quite a popular food this season, as best grades will retail around 20 cents instead of 30 cents of last year. Prices on Clover Leaf (red sockeye) salmon are as follows:

1s, talls, per dozen	1 95
1s, flats, per dozen	2 07½
½s, flats, per dozen	1 27½

There is a reduction of 2½ cents per dozen on five-case lots. These prices apply only to futures, and will have no effect on stocks on spot.

Prices have also been announced on string beans, lawton berries and red raspberries. These are:

	Group A	Group B
String beans, 2s, per doz.	0 82½	0 85
Lawtonberries, 2s, per doz.	1 90	1 92½
Red raspberries, 2s, per doz.	1 90	1 92½

Imported herrings (Scotch) have this week moved up 5 cents per dozen. On primary sources kippers advanced about 12 cents; others about 6 cents.

Toronto, Aug. 28.—The retail prices on canned salmon have been noted elsewhere in this issue. The B. C. Packers' Association have fixed the price as quoted, and have requested the wholesalers not to sell under these, so as to guarantee a small margin to the wholesale trade. They add: "Please note—Prices, we think, will undoubtedly be higher from now on until the year 1917. At our present prices to the retail trade merchants can give consumers a pound tin of the highest grade of meat food for 20 cents per pound, the cheapest food in Canada.

Prices were announced this week also by the canners on beans, raspberries, and lawtonberries. These show the material reductions of the earlier list. For instance, beans are 85c, compared with $1 last year, and raspberries $1.92½, as compared with $2.15 for heavy syrup; while preserved are $2.12½, as against $2.40 in 1912. The additions to the list are as follows:

VEGETABLES.

	Group A
Beans—	
2s, golden wax, midget, Arctic brand	1 15
2s, golden wax	0 85
3s, golden wax	1 22½
Gallon, golden wax	3 52½
2s, Refugee or Valentine (green)	0 85
3s, Refugee (green)	1 22½
2s, Refugee, midget, Auto brand	1 15
Gallons, Refugee	3 52½

FRUITS.

Lawtonberries—	
2s, blackberries, H.S.	1 92½
2s, preserved	2 12½
Raspberries—	
2s, black, H.S.	1 92½
2s, black, preserved	2 12½
Gals., black, standard	7 02½
Gals., black, solid pack	9 27½
2s, red, H.S.	1 92½
2s, red, preserved	2 12½
Gals., red, standard	7 27½
Gals., red, solid pack	9 27½

Group B, 2½ cents less per dozen.

Tomatoes and corn are not out yet, but both are expected to be much lower than in 1912.

VEGETABLES.

	Group A, per doz.
2's Asparagus Tips	2 27½
2 s Asparagus Butts	1 42½
2's Beets, Sliced, Blood Red, Simcoe	0 97½
2's Beets, whole, Blood Red, Simcoe	0 97½
2's Beets, Whole, Blood Red, Rosebud	1 27½
3's Beets, Sliced, Blood Red, Simcoe	1 32½
3's Beets, Whole, Blood Red, Simcoe	1 37½
3's Beets, Whole, Blood Red, Rosebud	1 52½
3's Cabbage	0 97½
2's Carrots	0 97½
3's Carrots	1 27½
2's Peas, Standard, sieve 4	0 82½
2's Peas, Early Junes, sieve 3	0 85
2's Peas, Sweet Wrinkles, sieve 2	0 87½
2's Peas, Extra Fine Sifted, sieve 1	1 27½
Gals. Peas, Standards	4 02½
Gal. Peas, Early Junes	4 12½
Gal. Peas, Sweet Wrinkles	4 27½
2's Spinach	1 27½
3's Spinach	1 77½
Gals. Spinach	5 30

(Group B is 2½c. doz less in each case.)

FRUITS.

2's Black Cherries, pitted H.S.	1 92½
2's Black Cherries, not pitted H. S.	1 52½
2's Red, Ptd, Cherries, H.S.	1 92½
2's Not ptd., Red Cherries, H.S.	1 52½
Gals., Ptd., Cherries	8 52½
Gals. Not Ptd, Cherries	8 02½
2 s Cherries, White Ptd., H.S.	1 92½
2's Cherries, White, Not Ptd., H.S.	1 52½
2's Black Currants, H.S.	1 92½
2's Preserved, Black Currants	2 27½
Gals. Black Currants, Standard	5 27½
Gals. Black Currants, Solid Pack	8 27½
2's Red Currants, H.S.	1 92½
2's Red Preserved Currants	2 27½
Gal. Red Currants, Standard	5 27½
Gals. Red Currants, solid pack	8 27½
2's Gooseberries, H.S.	1 77½
2's Gooseberries, Preserved	2 02½
Gals. Gooseberries, Standard	7 02½
Gals. Gooseberries, solid pack	8 77½
2's Pineapple, sliced, H.S. White Bahama	1 92½
2's Pineapple, grated, H.S. White Bahama	1 47½
2's Pineapple, whole, H.S., White Bahama	1 92½
3's Pineapple, whole, H.S. White Bahama	2 47½
2's Rhubarb, Preserved	1 52½
3's Rhubarb, Preserved	2 27½
Gals. Rhubarb Standard	3 52½
2's Strawberries, H.S.	1 92½
2's Strawberries, Preserved	2 27½
Gals. Strawberries, standard	7 52½
Gals. Strawberries, solid pack	9 77½

(Group B is 2½c doz. less in each case.)

MANITOBA MARKETS.

POINTERS—

Corn Products—Firm.

Sugar—Up 10 cents.

Winnipeg, August 27.—"One more week of weather like this and the wheat crop of Western Canada will be all in the sheaf," said Andrew Kelly president of the Winnipeg Grain Exchange and of the Western Canada Flour Mills Co., in talking over the business situation with your correspondent. This is not news to the West but it accounts for the undoubted improvement in business situation and promises a return of that prosperity which West has almost come to consider as its right. One good thing is to be noted in the depression of the last eight months and that is that the West has contracted no debts and it can start in on another crop year with a remarkably clean sheet. The sentiment of extreme conservatism in business that has marked trade in past six months is now passing away but it is most fortunate that it came into existence. It inflicted no real hardship anywhere and at same time it prevented the piling up of liabilities whose liquidation would have severely hampered business for another year.

Wholesalers and jobbers are well satisfied with present conditions. There is good volume of trade in both urban and rural districts. Out of town orders are coming in freely and for larger amounts.

Starches and other corn products are firm and sugar has advanced again.

SUGARS.—Sugar took another advance this week of 10 cents per hundred pounds. The consumption demand is brisk at present but stocks are not sufficient to meet requirements.

Extra standard granulated, per bbl.	5 10
Montreal yellow, per bbl.	4 65
B.C. yellow, per barrel	4 55
Icing sugar, per barrel	5 65
Powdered, per barrel	5 45
Lumps, hard, per barrel	5 95

Sugar in sacks, 5c less.

SYRUPS.—Syrup prices are unchanged but are hardly likely to remain steady much longer as corn prices are extremely high and corn products are almost sure to go up in sympathy with the price of the raw material.

Corn Syrups—		
2 lb. tins, per case	....	**2 28**
8 lb. tins, per case	....	**2 63**
10 lb. tins, per case	....	**2 51**
20 lb. tins, per case	....	**2 62**
Barrels, per 100 lbs.	....	**3 82**
Molasses, New Orleans, gal.	0 33	0 35
Molasses, Barbados, gal.	0 45	0 50
Maple syrup, quarts, per case	....	6 20
Maple syrup, ½ gals.	....	5 85

DRIED FRUITS.—With an abundant supply of green fruits at reasonable prices dried fruits are not in any great demand but there is an average trade in currants and raisins. The Western prune crop is an average one and coast plums, peaches, etc., are coming in here in considerable quantities.

	Per lb.
Prunes—	
Prunes, 80 to 90, 25 lbs.	0 06
Prunes, 90 to 100, 25 lbs.	0 05¼
Prunes, 70 to 80, 25 lbs.	0 06½
Prunes, 60 to 70, 25 lbs.	0 07½

Prunes, 50 to 60, 25 lbs.		0 08¼
Prunes, 40 to 50, 25 lbs.		0 10¼
Apricots—		
Choice		0 15½
Standard		0 13½
Slab		0 11½
Nectarines		0 11½
Cooking Figs—		
Choice boxes		0 06¼
Half boxes		0 06½
Half bags		0 05¼
Valencia Raisins—		
Fine, f.o.s., 28s, s.p., per box		2 75
Fine, selected, 28s, s.p., per box		2 70
4-crown layers, 22s, s.p., per box		2 65
4-crown layers, 17s, s.p., per box		1 35
4-crown layers, 17s, s.p., per box		0 75
Ne plus ultra, 82s, s.p., per box		2 20
Sultanas—		
California		0 09¾
Smyrnas	0 14	0 14
Currants—		
Dry clean, per lb.		0 07½
Washed, per lb.		0 07¾
1-lb. package		0 08¾
2-lb. package		0 17¾

TEAS AND COFFEES.—There is no change in teas and coffees. Choice India and Ceylons are a little easier. Some corrections are made in coffees but the situation is unchanged.

Coffee—		
Green Rio, No. 5		0 16¼
Roasted Rio		0 21
Green Santos		0 16
Roasted Santos		0 21
Chicory		0 11¼
Teas—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 49
Japans, choice	0 35	0 45

NUTS.—There is nothing new in the nut trade. There is a fair average demand and prices are steady.

Brazil	0 18	0 19
Tarragona almonds		0 16¼
Peanuts, roasted, Jumbos		0 13
Peanuts, choice		0 11
Pecans		0 22
Marbot walnuts		0 13½
Grenoble walnuts		0 16
Sicily filberts		0 11¼
Shelled almonds		0 38
Shelled walnuts		0 31

BEANS.—News of the Ontario crop of white beans is scarce and is being watched for with some interest by the trade.

Beans—		
Hand picked		2 35
3 lb. picker		1 95
Peas—		
Split peas, sack, 98 lbs.		3 85
Whole peas, bushel	2 75	2 85
Barley—		
Pot barley, per sack 98 lbs.		4 75
Pearl barley, per sack 98 lbs.		3 65

WINNIPEG.

FRESH FRUITS AND VEGETBLES.—The market is now well supplied with fruits and vegetables at a reasonable figure. Washington stone fruit is now on the market. Ontario tomatoes are much reduced. Apples are scarce and dear.

New potatoes, bushel		0 60
Potatoes, bushel		0 90
Cocoanuts, dozen		1 25
Iowa apples, bbl.		5 50
Washington plums, crate		1 65
Washington peaches, crate		1 35
Washington pears, crate	3 25	3 50
Bananas, per bunch	2 50	3 50
Californian lemons, crate		10 00
Messina lemons		7 50
Valencia oranges	6 50	7 00
Watermelons, dozen		6 00
Evaporated Cranberries		3 50
California plums, crate	2 00	2 50
California peaches, crate	1 35	1 50
Imported honey, box		5 50
California Bartlett pears		4 00
California cantaloupes		6 00
Ontario tomatoes, basket		0 75
Blueberries, basket		1 50

FISH.—The salmon run on the coast has been very heavy and should be immensely profitable. Fish and poultry prices locally are steady with demand good.

Fish—		
Fresh salmon		0 16
Fresh halibut		0 10
Steak cod, lb.		0 12½
Lake Winnipeg, white fish		0 8½
Fresh pickerel		0 14
Haddock, lb.		0 06
Market cod		0 10
Finnon haddie		0 08
Kippers, per box		2 00
Lake trout, per pound		0 12
Boaters, per box		1 50
Holland herring, keg		0 7z
Labrador herring, half barrel	4 25	4 50
Salt mackerels, kit		2 75

NOVA SCOTIA MARKETS.

(By Wire.)

Halifax, Aug. 27.—Business is in good volume in local grocery markets. Canned goods deliveries are being made of this season's pack of canned peas and beans. The single case price of marrowfat peas is 65 cents per dozen, and golden wax beans 87½ cents per dozen. These prices are much lower than last year's so dealers are looking for largely increased business.

Rolled Oats.—There has been an advance of 15 cents per barrel.

Pork and Lard. — The market is a shade easier.

Barrel Beef. — The market remains strong and full supplies are difficult to obtain from the packers.

Molasses.—The demand remains firm for pure fancy Barbados molasses at 37 cents per gallon in puncheons.

FISH.—According to advices, cod fishery on Labrador coast is pretty much a failure. Catches so far are small, and even if weather proves favorable for balance of season fishermen cannot make up catch. Lobster catch on same coast is practically nil.

Fisheries along Nova Scotia have been fairly active during past week. Trade is active in herring, and good catches of swordfish have been made. Cod and haddock are plentiful, and halibut are in fairly good supply. There has been no change in prices.

NEW BRUNSWICK MARKETS.

By Wire.

St. John, N.B., Aug. 27.—Sugar market is again active. All grades went up 10 cents Monday afternoon. Firm market is expected until after September at least. Cornmeal and oatmeal are higher, former being up 5 to 10 cents and latter 15 cents. Shortage of corn crop in States is reason for strength of cornmeal. The general provision market is about the same. Eggs are scarce, and will be higher from now on. New vegetables are cheaper. Potatoes are plentiful at $1.50 a barrel.

Bacon, roll	0 16	0 16½
Bacon, breakfast	0 20	0 22
Beans, Austrian, bushel	2 30	2 65
Beans, yellow eye, bushel	3 75	3 80
Butter, dairy, per lb.		0 25
Butter, creamery, per lb.	0 26	0 28
Buckwheat, W., grey, bag	2 75	2 85
Cheese, new, lb.	0 14	0 14½
Currants, 1's, lb.	0 07¾	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	0 87½	0 90
Corn, doz.	0 97½	1 00
Peas, No. 4	0 85	0 90
Peas, No. 3	0 87½	0 90
Peas, No. 2	0 90	0 95
Peas, No. 1	1 30	1 35
Peaches, 2's, doz	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	1 97½	2 00
Strawberries	1 97½	2 00
Tomatoes	1 65	1 70
Cornmeal, gran.		5 25
Cornmeal, bags		1 80
Cornmeal, bbs.		3 75
Eggs, in case, 25c; hennery	0 32	0 34
Flour, Manitoba		6 45
Flour, Ontario		5 70
Lard, compound, lb.		0 11¾
Lard, pure, lb.	0 16	0 16½
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 38	0 39
Oatmeal, rolled		5 40
Oatmeal, std.		5 95
Pork, domestic mess		29 00
Backs, American clear, bbl.	25 00	27 50
Potatoes, barrel, new		1 50
Raisins, California, seeded	0 08½	0 09
Rice, per cwt.	3 60	3 70
Salmon, Case—		
Pinks, 4 doz. case	4 25	4 75
Cohoes, 4 doz. case	7 40	7 60
Sugar—		
Standard granulated		4 70
United Empire		4 60
Bright yellow		4 40
No. 1 yellow		4 20
Paris lumps		5 60

Items from The Canadian Grocer of Sept., 1893:—

"John Sloan, of Galt, Ont., left last week for Chicago by way of Collingwood."

Editorial Note.—Mr. Sloan is still in the retail grocery business in Galt. He is, in fact, one of the oldest—in point of business years—and best known grocers in Western Ontario.

* * *

"The first arrivals of new Jamaica oranges were received last week, and sold freely at $5.25 to $5.50 per barrel."

Editorial Note. — On the Montreal market to-day Jamaica oranges are being sold at from $3 to $4.

* * *

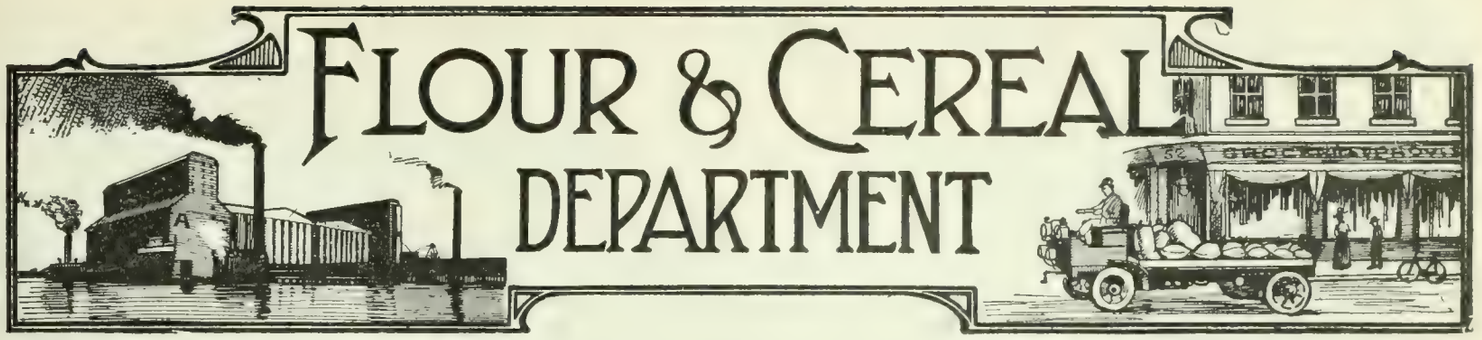
"Wallace Anderson, who was formerly manager of the Woodside Sugar Refinery in Halifax, has been appointed representative in Toronto of the Acadia Sugar Refining Co."

Editorial Note.—Mr. Anderson is to-day Toronto representative of the Acadia Sugar Refining Co. He completed the twenty years in that capacity on Monday, Aug. 25.

Mary had a little lamb;
She killed it on the day
When Congress cut the tax on wool
And wiped out schedule K.

—Ex.

The greatest asset of any young man is good health.



Rolled Oats Are a Little Easier

Ontario Crop Best Quality in Five Years; Good for Milling, And May Be Factor in Lower Prices—One Week More Good Weather Will Make Western Crop Safe.

The Ontario crop this year is likely to be a factor in the rolled oats market for the first time in many years. The new oats are declared by leading millers to be of very good quality, in fact better than any time in the last five years. So poor has the quality been before that Ontario oats have not been used lately for milling, but have gone for feed purposes. It is expected therefore, as a result that they will be a certain factor in prices of rolled oats.

Reports from the West are most optimistic and by the time of the next issue of Canadian Grocer, the Manitoba crop will all have been cut and much of it harvested and the farther west mostly out of the way of frost. Estimates vary between 175,000,000 and 200,000,000 bushels of wheat.

MONTREAL.

FLOUR.—Reports regarding crops in West are even more favorable than week ago. More than 70 per cent. of the Manitoba crop is already harvested, and about 50 per cent. of the Saskatchewan grain. Generally speaking, crop appears to be high grade, and probably the largest on record, both in United States and Canada.

At present there appears to be no indication of any price change in flour locally. Though crop conditions in wheat are excellent, corn is so far below average that wheat is likely to keep up in sympathy. Oats, too, are said to be off from quality standpoint, so that the two together are likely to keep wheat firm. In addition, enquiries over the cable for wheat are now coming up to exporters' demands, which is a further indication of wheat being likely to hold up.

	Car lots, per bbl.	in bags,
Manitoba Wheat Flour—		
First patents	5 60	5 75
Second patents	5 10	5 45
Strong bakers'	4 90	5 25
Flour in cotton sacks, 10 cents per barrel more.		
Winter Wheat Flour—		
Fancy patents	5 00	5 20
90 per cent.	....	5 10
Straight roller	....	4 90
Blended flour	5 00	5 40

CEREALS.—Following general rains in growing districts, corn eased off somewhat at end of week, and caused some of the leading houses in Chicago to change from buying to selling side. Easing, however, was only slight, so that corn still holds high. Locally cornmeal and hominy both hold firm at last week's advances, and an effort is being made to buy up both in anticipation of future requirements. Stocks, however, on hand are extremely light, so that no great amount can be laid aside.

Further reports have been coming lately as to the fairness of the oat crop. This will mean that there will be a tendency towards an easier market in rolled oats. When the crop is good the tendency is that way. Thus there appears little indication at present for anything but a slightly easier situation.

	Per 98-lb. sack
Cornmeal—	
Kiln dried	2 30
Softer grades	2 20
Rolled Oats—	98s, in jute.
Small lots	2 35
25 bags or more	2 25
Rolled oats in cotton sacks, 5 cents more.	
Oatmeal—Fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.	
Rolled wheat—	100-lb. bbls.
Small lots	2 85
Hominy, per 98-lb. sack	2 50

MILL FEEDS.—Demand is still heavy for all kinds of mill feeds, and with supplies running low, prices are being firmly maintained at last week's advanced level. Many inquiries are still coming from New England and at high prices, but supplies locally are not sufficiently heavy to allow of exporting any quantity at present time.

Mill Feeds—	Car lots, per ton
Bran	19 00
Bran	20 00
Shorts	22 00
Middlings	24 00
Wheat moulee	26 00
Feed flour	32 00

TORONTO.

FLOUR.—Business continues fair in flour with hand-to-mouth buying. There is not enough delivery of new Ontario wheat yet to affect prices as the farmers are holding off for better than 80-85.

Manitoba Wheat Flour—	Small lots,	in bags, per bbl.,
First patent	5 50	
Second patent	5 00	
Strong bakers'	4 80	
Flour in cotton sacks, 10c per bbl. more.		
Winter Wheat Flour—		
Fancy patents	5 00	5 20
90 per cent.	4 80	5 00
Straight roller	4 60	4 80
Blended flour	5 05	5 35

CEREALS.—Cornmeal holds firm at last week's advance and the price of corn shows no sign of dropping but has a higher tendency. The export prices in rolled oats and oatmeal are up, but locally rolled oats is slightly easier, possibly on account of the unusual Ontario crop.

Cornmeal, per 96 lb. bag—		
Kiln dried, 25 bag lots	2 10	2 25
Softer grades, 25 bag lots	1 80	1 85
Rolled oats, per 90 lb. sack, in jute—		
Small lots	2 35	2 37½
25 bags to car lots	2 25	2 30
Rolled oats in cotton sacks, 5 cents more.		
Oatmeal, standard and granulated, 10 per cent. over rolled oats in 90 S, in jute.		
Rolled Wheat—		
50 lb. boxes	....	1 50
100 lb. barrels, small lots	....	2 90
100 lb. barrels, 5 bbl. to car lots	....	2 80

MILL FEED.—Prices are steady after the advance of one week ago, and may go higher.

Mill Feeds.—	car lots.	per ton.
Bran	....	20 00
Shorts	....	22 00
Middlings	22 00	24 00
Wheat moulee	24 00	25 00

WINNIPEG.

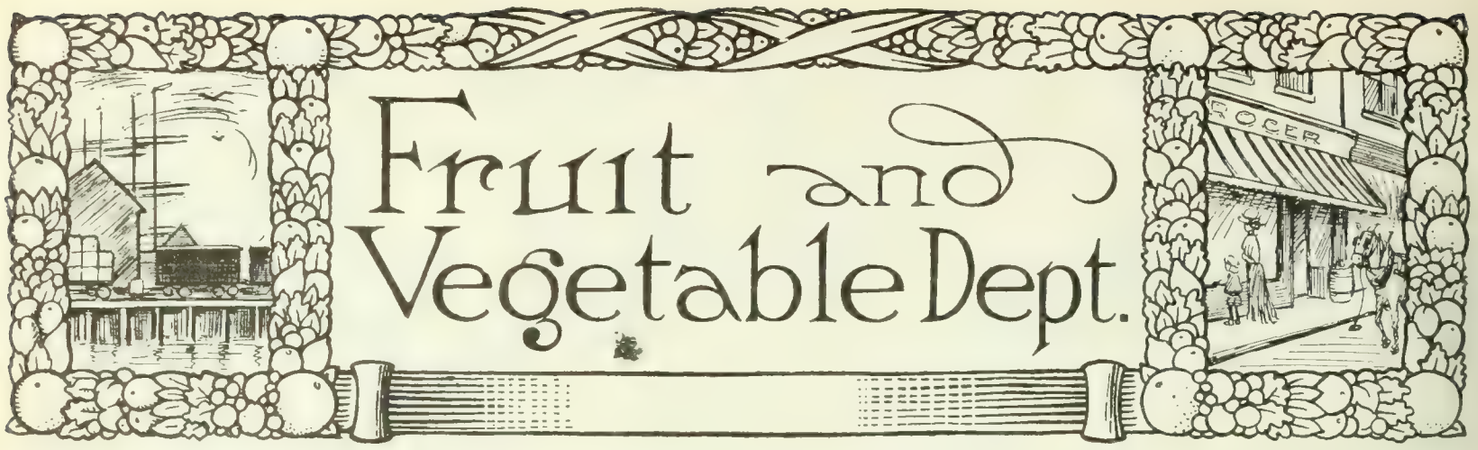
FLOUR AND CEREALS.—There is little change in flour cereals. There is a good domestic demand but export trade shows no signs of immediate improvement. Corn meal is steady but likely to go higher.

Best Patents, bbl.	....	5 60
Seconds	....	5 10
First Clears	....	4 20
Low grade	2 90	3 10
Jute bags 10 cents less.		
Cornmeal, 98 lbs.	....	1 95
Rolled Oats, 80 lbs.	....	1 65
Wheat granules, bale, 16.60	....	3 25
Granulated Oatmeal, 98 lbs.	....	2 15

FOOD VALUE IN PEANUT BUTTER.

In an article on peanut butter in "Mother's Magazine" Emily Graham says it is "highly nutritious both in protein and oil." It contains, she declares, "three times as much nourishment as beefsteak or bread; four times as much nourishment as eggs and seven times as much as potatoes."

An analysis shows the following percentages: water 2.10; protein 28.66; fat 46.41; sugar and dextrin 6.13; starch 6.15; insoluble cellulose 2.30; salt 3.23; ash .80.



Tomatoes and Peaches Slump This Week

Former on Toronto Marked Down to 20—25 Cents—Crawfords Very Plentiful—Cantaloupes and Pears Also Lower—Ontario Potatoes Plentiful at $1.25—Sweet Variety in Montreal.

MONTREAL.

GREEN FRUITS.—On Friday of last week basket apples went as high as 75 cents, but owing to better supplies have fallen back somewhat since that date. Prices, however, still hold higher than last week owing to scarcity of Quebec apples, and probably also to a better grade being brought in from Niagara district.

California Bartlett pears have been running higher during past few days also on account of rapid approach of closing of California season. Quality, too, has been somewhat better, so that stocks did not have to be forced upon the market. Colorado should start shipping soon, and in two or three weeks Colorado peaches should appear on the market.

Apples, Canadian, 11 qt. bkt.	0 50	0 65
Apples, Duchess, one grade, bbl.	....	5 00
Bananas, crate	2 00	2 75
Blueberries, Saguenay, 20 qt. box	....	2 50
Blueberries, N.B., per qt.	0 16	0 18
Cantaloupes, Canadian, 2 in bkt.	....	1 25
Cantaloupes, Canadian, 3-3 in bkt.	....	1 00
Cantaloupes, California, 45s, per crate	....	4 00
Cantaloupes, Canadian, crate, 7-9	....	1 50
Grapes, Malaga, 25 lb. box	....	3 00
Grapefruit, Jamaica, case	6 00	6 50
Lemons, Verdelli, case	4 25	4 50
Limes, Florida, box of 100	....	1 25
Oranges—		
Jamaicas, 126s to 250s	3 00	4 00
Sorrentos, 80s	....	2 50
Sorrentos, 160s	....	4 50
Sorrentos, 200s	....	5 00
Messina, 100s, half boxes	....	2 75
Messina, 80s, half boxes	....	2 50
Late Valencias	5 50	6 50
Pears, Gifford, Canadian, 11 qt. bkt.	....	0 75
Pears, Gifford, Canadian, 8 qt. bkt.	....	0 40
Pears, Gifford, Can., per bbl.	....	6 50
Pears, Bartlett, California, box	4 00	4 25
Pears, Bartlett, Can., per bbl.	....	7 50
Peaches, Clingstone, Canadian, 11 qt. bkt.	0 50	0 60
Peaches, Clingstone, Canadian, 6-qt. bkt.	0 30	0 35
Peaches, Crawfords and Elbertas, California, box	....	1 50
Plums, California, Wickson and Burbanks, 4 bkt. carriers	2 25	2 50
Plums, California, Tragedies, 4 bkt. carriers	....	2 50
Plums, Canadian, 11 qt. bkt.	0 50	0 60

VEGETABLES.—Sweet potatoes appeared on market for first time this week, and sold at $4.50 per barrel. Quality and size are said to be well up to average.

As general rule prices on vegetables tend to be easier, except on tomatoes which reached the high mark of 75c ex store late last week. Since that, however, prices have eased off so that at first of this week they ran around 50 to 60 cents per 11 qt. basket.

Beans, wax, per bag of 25 lbs.	0 75	1 00
Beets, new, dozen	0 30	0 35
Beans, green, per bag 25 lbs.	....	0 75
Cabbage, domestic, per doz.	....	0 75
Carrots, bunch of doz.	....	0 25
Cauliflower, per dozen	1 50	2 00
Celery, domestic, dozen	....	0 50
Corn, domestic, per 10 doz. sack	....	1 50
Cucumbers, domestic, per doz.	....	0 15
Egg plant, basket of 12	....	1 25
Lettuce, domestic, heads, doz.	....	0 40
Lettuce, Boston heads, box of 2 doz.	2 00	2 25
Onions—		
Egyptian, bag, of 11	....	..
Spanish, per case	3 00	3 50
Red Danvers, bag	....	3 50
New, green, per bunch	....	0 15
Peas, domestic, per 2 bushel bag	....	1 00
Peppers, green, 11 qt. bkt.	....	0 50
Potatoes—		
Domestic, bag of 70 lbs.	0 90	1 00
Potatoes, sweet, per bbl.	....	4 50
Radishes, per dozen	0 15	0 20
Turnips, Quebec, bag	....	1 50
Turnips, bunch of doz.	0 25	0 35
Tomatoes, Canadian, outdoor, 11 qt. bkt.	0 50	0 60
Tomatoes, Canadian, box 33 lbs.	1 00	1 50
Vegetable marrow, doz.	....	1 00

TORONTO.

GREEN FRUITS.—If one week ago witnessed a fruit market piled up with baskets of peaches, Tuesday's of this week was more, and even the cars were held up until space could be found for their contents on the platforms. Sales however, were brisk and almost indicated that the Exhibition would not interfere with preserving as is usual. Crawfords were down as low as last year, and were selling for 75, 80 and 85 cents per 11-qt. basket, according to quality. The halves were around 40 cents. Clingstones were 40 to 60 cents. Pears were down also Canadian Bartletts about 50 cents, and Clapps favorites, 30 to 40. California Bartletts were higher, up to $3.75.

Plums though scarcely as plentiful as last week, were selling readily at 20—40 cents for ordinary varieties, and greengages and blue Bradshaws up to 50 cents. Canadian grapes are coming in, the first baskets selling for 50 cents. Apples were scarce and running 35—50 by the bag. Barrel lots sold all the way from $2.25 to $3.00 for Duchess and Astrachans. Cantaloupes were considerably lower, selling for $1 by the crate and 40—60 cents by the basket.

Bananas are a trifle easier.

Lawtonberries are nearly done and the tail-end lots dropped to 6 cents, the lowest point this year. A few baskets of black cherries, good quality but unseasonable, brought only $1 or less than two weeks ago.

Apples, Canadian, basket	0 30	0 50
Apples, bbl.	2 25	3 00
Bananas, per bunch	1 50	2 25
Blueberries	1 75	1 85
Cantaloupes, Canadian, crates	....	1 00
Cantaloupes, Canadian, baskets	0 40	0 60
Cocoanuts, per sack of 80	5 00	5 00
Grapes, Malagas, case	....	3 00
Grapes, Canadian, basket	....	0 50
Oranges, California Valencias	5 00	5 50
Limes, per box of 100	....	..
Lemons, Verdelli, new	5 00	5 50
Peaches, California, box of 8-10 dozen	1 25	1 50
Peaches, Canadian, Crawford, large bkt	0 75	0 90
Peaches, Canadian, clingstone, large bkt.	0 40	0 60
Peaches, California, box of 8-10 dozen	1 50	1 75
Pears, Californian, Bartlett	....	3 75
Pears, Canadian, Bartlett	....	0 50
Plums, California	..	..
Plums, Canadian	0 20	0 40
Lawtonberries	....	0 06
Watermelons, 35 to 50 lbs.	0 40	0 50

VEGETABLES.—The rush of Niagara fruit rather cast the vegetable market into background this week. Tomatoes to surprise of many, again poured into market, and reached lowest point this season, 20 cents with 25 cents, however, as the ruling price for best quality. This was slightly lower than two and a half weeks ago. Potatoes took another drop and good quality sold for $1.20 and $1.25 a bag, and are likely to drop lower. New Brunswick potatoes are expected end of this week and will open at $1.25 to $1.35 a bag. A few lots of Jerseys are still coming in for two or three hotels, and fetch $3.50 a barrel. This week will see the end of them.

Prices, generally, show a drop as the season has reached its height. Cucumbers are down to 25 cents for the large basket, while a few half baskets of pickling cucumbers sold for 35—40 cents. Vegetable marrow dropped 10 to 15 cents.

Beans, wax, 11-qt., per basket	....	0 35
Beets, Canadian, new, per basket	0 25	0 30
Carrots, Canadian, new, doz. bchs.	....	0 25
Cabbage, Canadian, crate of 30	....	2 75
Cauliflower, Canadian, cs. of 2 doz.	....	1 25
Celery, domestic, doz.	0 35	0 40
Corn, new, doz.	0 10	0 13
Lettuce, domestic heads, basket	0 30	0 35
Cucumbers, Canadian, basket	0 25	0 30
Mushrooms, per lb.	....	0 75
Onions—		
Spanish, crate	2 75	3 00
Green, bag	....	2 00
Parsley, bkt.	....	0 75
Peas, green, 11 qt. bkt.	0 50	0 60
Green peppers	0 40	0 50
Potatoes, Ontario, new, per bag	1 20	1 25
Tomatoes, Canadian, basket	0 20	0 25
Vegetable marrow	....	0 25
Water cress, domestic, 11-qt. basket	0 35	0 00

The First Shipment of Oysters Arrives

Season Will Open Next Week—Better Quality Than Last Year, With Prices the Same—Swordfish Advances—Labrador Cod and Lobster a Failure—Exhibition Increases Demand in Toronto.

MONTREAL.

FISH.—Shell and bulk oysters will be the feature of the fish trade, beginning next week. This is quite a departure, particularly in shell oysters, but is accounted for by a change in the laws governing fisheries, by which shell oyster fishing on private beds only opens on September 1. Public beds will open as formerly on October 1. This has been done to encourage oyster culture, as it was feared that the industry would be ruined through overfishing.

Clams will also be in better demand, and all kinds of shellfish are expected to move quite freely with return of cooler weather. Lobsters and prawns are still coming in good quantities, though selling a little higher.

Swordfish is advancing in price, as supplies are decreasing. Fishing of swordfish is expected to last about another month, but big run is now over, and only a few stray fish will be caught.

Gaspe salmon is now almost over, and as the season closes, prices are advancing. To offset this increase in price, however, a good supply of western salmon are now on the market, and as there has been a good run of these lately, prices have been put down to 13 and 14 cents per lb.

Halibut is a little more plentiful, but as yet without any change in price.

Lake fish are coming along in better shape this week, and as demand is none too brisk, prices incline to take a lower level.

In pickled and salted there are indications of a waking up with the month of September. Though green codfish is still on the short side, herrings and salmon are reported in better supply than at corresponding date last season. Thus there is some prospect of prices opening at a lower level than last year. These will be announced early in September.

In smoked fish lots of inquiries are coming from the different points of distribution, but the curers are unwilling to put up any quantities until weather is more settled. In the meantime demand is improving gradually, and prices holding steady. New smoked bloaters and kippers show quite an advance owing to being brought in by express. By October, however, shipment will be made by freight, which will bring prices back to old level.

Fresh Stock—		
Bluefish, per lb.	0 15	0 16
Carp, 100 lb. boxes, per lb.	0 09	0 10
Cod, market, 250 lb. cases, per lb.	....	0 05
Doree, 100 and 150 lb. cases, per lb.	0 13	0 14
Flounders, per lb.	0 06	0 07
Frogs legs, large, per lb.	....	0 50
Frogs legs, small, per lb.	....	0 25
Haddock, per lb.	0 05	0 06
Halibut, per lb.	0 11	0 12
Herring, per 100 fish, large	....	3 00
Mackerel, 1½ lb. fish, each	....	0 15
Perch, dressed, per lb.	0 09	0 10
Pike, dressed, per lb.	0 07	0 08
Salmon, B.C., per lb.	0 12	0 14
Salmon, Gaspe, per lb.	0 20	0 22
Steak cod, per lb.	....	0 08
Smelts, per lb.	....	....
Sword fish, per lb.	0 09	0 10
Trout, brook, per lb.	....	0 00
Trout, lake, per lb.	0 11	0 12
Turtles, small, per lb.	....	0 15
Whitefish, per lb.	0 12	0 13
Shell Fish, Fresh—		
Clams, per barrel	....	7 00
Crab meats, per gal.	....	2 50
Lobsters, live, per lb.	....	0 28
Lobsters, boiler, per lb.	....	0 20
Meats, bulk, standards, gal., $1.50; selects	....	1 80
Meats, solid, standards, gal., $1.80; selects	....	2 00
Oysters, Cape Cod, shell	....	12 00
Periwinkles, per bushel	....	2 50
Prawns, per gal.	....	2 00
Scallops, per gal.	....	2 75
Shrimps, per gal.	....	2 00
Frozen Stock—		
Haddock, per lb.	0 04	0 05
Herring, per 100 fish	....	1 50
Pike, per lb.	....	0 06
Smelts, fancy, per lb.	0 12	0 13
Smelts, No. 1, per lb.	0 08	0 09
Salmon, fancy, Spring, per lb.	0 14	0 15
Salmon, Gaspe, per lb.	0 15	0 16
Salmon, Qualla, per lb.	0 07½	0 08
Whitefish, per lb.	0 07	0 10
Prepared Stock—		
Boneless fish, 20 lb. pkgs.	0 07	0 08
Cod, pure, cs. of 20 tablets, per lb.	....	0 10½
Cod, pure, 3 lb. box, per lb.	....	0 15
Cod, boneless strip, 30 lb. box, lb.	....	0 10
Cod, boneless strip, 2 lb. blks., in 20 lb. pkgs., lb.	0 07	0 08
Cod, shredded, box of 2 doz.	....	1 80
Cod, skinned, per 100 lb. box	....	6 00
Cod, dried, per 100 lb. bundle	....	6 50
Pollock, dried, per 100 lb. bundle	....	6 00
Salted and Pickled Stock—		
Cod, green, ordinary, per 200-lb. bbl.	7 00	8 00
Cod, green, white napes, per 200-lb. bbl	8 00	9 00
Haddock, No. 1, green, per 200 lbs.	5 00	6 00
Herring, Holland, per keg, 75c; per ½ bbl., $5.00 to $6.00; per bbl.	9 00	10 00
Herring, Labrador, ½ bbl., $2.75, bbl.	....	5 00
Herring, Scotch, keg of 12 lbs. net, $1.25 to $1.35; ½ bbl.	....	7 00
Mackerel, No. 1, 20 lb. kits, $1.75, ½ bbl., $7.50, bbl.	....	15 00
Salmon, Labrador, ½ bbl., $8.00 to $9.00, bbl.	15 00	16 00
Trout, lake, kegs	....	7 00
Trout, sea, half barrels	....	6 50
Smoked Stock—		
Bloaters, per box	1 20	1 25
Fillets, regular and fancy, lb.	0 10	0 12
Haddies, regular and fancy, lb.	0 06	0 08
Herring, new, per box	0 13	0 15
Kippers, small, box of 50 fish	1 25	1 35
Salmon, per lb.	....	0 22

TORONTO.

OYSTERS.—The first shipment of oysters for season reached Toronto on Wednesday of this week, and they were found to be firmer and in better condition than is usual with the early goods. This, as has been pointed out, is due to earlier spawning, so that the quality, which improves [illegible] early in November, is as good now as three weeks later in former years. As a result business is likely to start in at a brisker rate than ordinarily. A large dealer, speaking to Canadian Grocer, gave it as his opinion that Montreal was about the best oyster centre in Canada. Toronto is away down on the list as a consumer, and cities of less than half the size, such as Vancouver, exceed it in demand. Detroit uses far more oysters than Toronto, while Philadelphia, in proportion to population, is the largest consumer on the Continent. An authority states that, although the price has not been fixed, it will be practically the same as last year.

FISH.—The market continues steady, with a slightly increased demand owing to the Exhibition. This is not felt to a great extent, however, until the second week, when the heaviest influx of visitors commences..

The Saguenay salmon is now over, and the whole supply comes from British Columbia. In spite of the increased catch prices have not fallen, but remain firm at 18 cents for large lots and 19 cents for small. If other years are a criterion, this will advance in a few weeks.

Frozen Stock—		
Roe shad, weight 3 lbs., each	1 00	1 25
Whitefish, per lb.	0 09	0 10
Fresh Caught—		
Haddock, per lb.	0 06½	0 07
Halibut, per lb.	0 10	0 11
Herring, per lb.	0 05	0 06
Mackerel, weighing 1½-3 lbs., each	0 15	0 25
Pickerel, yellow, per lb.	....	0 12
Pike, per lb.	0 06	0 08
Roe shad, weight 3 lbs., each	1 00	1 50
Salmon, B.C., per lb.	....	0 19
Steak, cod, per lb.	0 07	0 08
Trout, per lb.	0 10	0 12
Whitefish, per lb.	0 10	0 12
Smoked—		
Finnan haddie, per lb.	....	0 08
Kippers, box of 40	1 10	1 25
Bloaters, box of 60	....	1 25
Prepared—		
Cod, 1 lb. tablets, case of 20	....	2 00
Salted and Pickled—		
Herring, Holland, per keg	....	0 60

Produce & Provisions

Eggs are Higher, but Butter May Take Drop

General Advance of One Cent in Eggs in Montreal—Storage Has Again Begun —Slump in Poultry in Toronto With Exhibition Rush of Supplies—Buyers Refuse to Pay Beekeepers' Prices.

Eggs show the only marked change in the produce and provision market this week. At Montreal there was a general advance of one cent, and in Toronto in some grades. The supply of hogs continues to fall below the average but, as before noted, prices are so high that there is a disclination to attempt any advances that will not be met by the buyers.

The following were the offerings on Monday of this week:—

BUTTER.—50 box market prints 24, 23 bid; creamery 100 box solids, finest, 24½, no offer; 50 box solids, finest, 24½, no offer; 50 box prints under finest 24, no offer.

EGGS.—1 car 400 cases candled Apl. and May, storage Oct. DeL. cases ret., 25½, 25 bid.

CHEESE.—30 box large June pfr., 13½, no offer; 50 box large Aug. pfr., 13½, no offer; 50 box twins, pfr., 13¾, no offer; 25 box Stiltons, pfr., 14¾, no offer; 30 box triplets, pfr., 14, no offer; 20 box Large Aug., 13¼, no offer.

HONEY.—20-50 No. 2, 10, no offer; 10,000 No. Clover Bbls, 10½, no offer.

MONTREAL.

PROVISIONS. — The situation in meats is a peculiar one. Hogs are becoming almost a dead letter on account of some farmers forcing them on the market when they should be fattening them up. This latter, however, is considered practically impossible on account of prevailing dry weather and lack of feed. As a result quality is suffering badly and though an immediate weakness in meats is visible following these heavy supplies, there is the future to consider with its increasing demand for the manufactured article from country points. At present no marked change is anticipated within four or five weeks, but nothing definite is stated by manufacturers.

Hams—		**Per lb.**
Light, under 12 lbs.	....	0 22
Medium, 12 to 20 lbs.	0 20	0 20½
Large, 20 to 40 lbs.	....	0 19½
Backs—		
Plain, bone in	....	0 23½
Boneless	....	0 26
Peameal	....	0 26
Bacon—		
Breakfast	0 21	0 23
Roll	....	0 17
Shoulders, bone in	....	0 16
Shoulders, boneless	....	0 16½
Cooked Meats—		
Hams, boiled	0 31	0 32
Hams, roasted	....	0 32
Shoulders, boiled	....	0 27
Shoulders, roasted	....	0 28
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 80-100 lbs.	....	0 14½
Flanks, bone in, not smoked	....	0 15½
Barrelled Pork—		**Per bbl.**
Heavy short cut mess	....	31 00
Heavy short cut clear	....	31 00
Clear fat pork	....	29 00
Clear pork	....	27 00
Lard, Pure—		**Per lb.**
Tierces, 375 lbs. net	....	0 14½
Tubs, 50 lbs. net	....	0 14½
Boxes, 50 lbs. net	....	0 14½
Pails, wood, 20 lbs. net	....	0 14¾
Pails, tin, 20 lbs. gross	....	0 14½
Cases, 10-lb. tins, 60 in case	....	0 15
Cases, 3 and 5-lb. tins, 60 in case	....	0 15¼
Bricks, 1 lb. each	....	0 15¾
Lard, Compound—		
Tierces, 375 lbs. net	....	0 11½
Tubs, 50 lbs. net	....	0 11¾
Boxes, 50 lbs. net	....	0 11½
Pails, wood, 20 lbs. net	....	0 12
Pails, tin, 20 lbs. gross	....	0 11½
Cases, 10-lb. tins, 60 in case	....	0 12¼
Cases, 3 and 5-lb. tins, 60 in case	....	0 12½
Bricks, 1 lb. each	....	0 13¼
Hogs—		**Per cwt.**
Live, f.o.b.	10 20	10 30
Live, fed and watered	10 50	10 60
Dressed	....	14 50

BUTTER.—On primary sources butter is firming up again after last week's slump. Cowansville on Saturday quoted 23½ and St. Hyacinthe 23. Stocks in Montreal, however, are heavy and with selling being confined largely to local market, prices are likely to remain steady. At present it appears a gamble whether dealers turn over their stock for nothing, or whether they stand to make a little money.

Butter—		**Per lb.**
Creamery prints, fresh	....	0 26½
Creamery solids	....	0 26
Dairy prints	....	0 23
Dairy solids	....	0 23
Separator prints	....	0 23
Separator solids	....	0 23

EGGS.—Eggs moved up a cent all round during past week owing to season now being pretty well advanced. New laids in case lots now run at 32 cents, and in cartons at 33. A steady market with tendency to firmness is at present anticipated.

Eggs, case lots—		**Per dozen.**
New laids	....	0 32
Selects	....	0 29
No. 1s	....	0 26
No. 2s	....	0 22
Splits	....	0 21
New laid eggs, in cartons	....	0 33

CHEESE. — Cheese is now holding firmer on country markets. On Thursday last Cornwall got up as high as 13½ cents. Locally stocks are heavy, but are held largely by American firms in anticipation of tariff reductions. Trade for export is dull so that no great activity exists in any part of the market at present.

Cheese, White or Colored—		
Large	0 13¾	0 15
Strong	....	0 16½—0 17
Twins	0 14	0 15¼
20 lb. new	0 13½	....
Stilton	....	0 17

POULTRY.—Still easiness prevails, especially in live stock which has been offering much more freely of late. Demand too, is only fair, so that a slight decline would not be surprising.

Frozen Stock, Dressed—		**Per lb.**
Chickens	0 21	0 24
Ducks	....	0 22
Fowl	....	0 18
Turkeys	0 23	0 24
Fresh Stock—		
Broilers, spring, live	0 22	0 24
Broilers, spring, 3 lb. pr., dressed	....	1 25
Ducks, spring, dressed	0 26	0 28
Ducks, old, dressed	0 15	0 16
Ducks, old, live	0 13	0 14
Fowl, live	0 16	0 17
Fowl, dressed	....	0 1..
Turkeys, old Tom, dressed	0 22	0 23

HONEY. — Plenty of white clover honey is being offered, but dealers are buying only for immediate requirements owing to prices being too high. At present 11c f.o.b. country points is being asked, which is considered out of the question. Buckwheat honey should be on market in two or three weeks now.

TORONTO.

PROVISIONS.—Supply of hogs continues to be below average and price remains around $9.65—$9.75, with tendency to drop on slightest excuse. Hams and bacons are steady at last week's prices. and lard remains firm.

Hams—		
Light, per lb.	....	0 22
Medium, per lb.	....	0 22
Large, per lb.	0 20	0 20½
Backs—		
Plain, per lb.	0 23½	0 25½
Boneless, per lb.	0 25½	0 25½
Pea meal, per lb.	0 24½	0 25½
Bacon—		
Breakfast, per lb.	0 21	0 22
Roll, per lb.	....	0 17
Shoulders, per lb.	0 15	0 15½

Pickled meats—1c less than smoked.

Dry Salt Meats—		
Long clear bacon, light	0 15¾	0 16
Long clear bacon, heavy	0 15	0 15¾
Cooked Meats—		
Hams, boiled, per lb.	....	0 31
Hams, roast, per lb.	....	0 31
Shoulders, boiled, per lb.	....	0 22½
Shoulders, roast, per lb.	....	0 23½
Barrelled Pork—		
Heavy mess pork, per bbl.	24 00	25 00
Short cut, per bbl.	28 50	29 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 14	0 14¼
Tubs, 60 lbs., per lb.	0 14¼	0 14½
Pails, 20 lbs., per lb.	....	0 14¾
Pails, 3 and 5 lbs., per lb.	....	0 15½
Bricks, 1 lb., per lb.	....	0 15¾
Lard, Compound—		
Tierces, 400 lbs., per lb	0 11	0 11¼
Tubs, 60 lbs., per lb.	0 11¼	0 11½
Pails, 20 lbs., per lb.	0 11½	0 11¾
Hogs—		
Live, f.o.b., per cwt.	9 65	9 75
Live, fed and watered, per cwt.	10 00	10 25
Dressed, per cwt.	14 00	14 25

BUTTER.—There is a slightly easier feeling in the butter market. The buyers feel that the late rains will make the pastures improve a little and the make should be increased. If it is the market already top heavy is sure to sag.

Butter—	Per lb.	
Creamery prints, fresh	0 27	0 28
Creamery solids	0 24	0 25
Dairy prints, choice	0 22	0 24
Dairy solids	0 20	0 22
Separator prints	0 23	0 26
Separator solids	0 21	0 22

EGGS.—Two factors are accountable for the firmer tone this week in the market: the quality is improving and outside dealers are commencing to store. There is a good general demand that is likely to continue. On the other hand No. 2's and splits are a drag on the market.

"We will continue to buy eggs from merchants on the 'loss-off' basis," said a dealer to Canadian Grocer this week. This system was put into effect by the majority of Toronto buyers on the first of June and it is claimed that nearly every one is falling into line.

The final evolution is the purchase according to grades in the opinion of the same buyer. Many are working to this end and an attempt will be made to hold a meeting in a few days of Canadian buyers to wait upon the Government and ask for legislation making it a misdemeanor to sell bad eggs.

Eggs, case lots—	Per dozen.	
Selected new laid	0 26	0 28
Selected, new laid, in cartons	....	0 30
Fresh gathered	0 25	0 26
No. 2's	0 18	0 20
Splits	0 17	0 18

CHEESE. — The market remains steady in spite of the lack of export, owing to high prices. The make continues to fall below last year's.

Cheese—		
Old, large	0 14¾	0 15
Old, twins	0 15	0 15¼
New, large	0 14¼	0 14½
New, twins	0 14¾	0 15

HONEY.—The beekeepers are having a hard time persuading the dealers to accept their prices. A circular letter has been sent out from Guelph by the secretary stating that extracted clover runs from 11 to 12 cents f.o.b. Ontario shipping points and that the comb honey supply is very limited and selling from $2.25 to $3.50 per dozen.

As a matter of fact the highest sale made on the Exchange has been 10¾ cents, last Thursday. On Monday 10,000 lbs. of clover was offered at 10½ with no takers, and No. 2 at 10 cents with the same response. There is a feeling that the price must come down somewhat and buyers are taking only for immediate needs.

POULTRY.—The poultry situation as indicated in Canadian Grocer last week has come to pass. Then it was stated that farmers were holding back their stocks of broilers in the expectation of receiving higher prices during the Exhibition, but that the reverse would be the case. This has actually happened, and broilers this week dropped two cents, from 18 to 16 for live, and from 22—25 to 20—22 for dressed. The market, simply, was overstocked and as the consumption is very little greater at the "C. N. E." period, the inevitable slump occurred. Ducks on the other hand eased off suddenly in supply and are up one cent to 12.

Frozen Stock—	Per lb.	
Broilers, dressed	0 22	0 25
Chicks, milk fed, dressed	....	0 25
Chickens, dressed	0 20	0 22
Ducks, dressed	0 16	0 20
Fowl, dressed	0 17	0 18
Turkeys, dressed	0 24	0 25

Fresh Stock—	Live.	Dressed.
Broilers, spring	0 16	0 20—0 22
Ducks, spring	0 12	0 15—0 16
Fowl	0 13	0 14—0 15
Turkeys, old Tom	0 14—0 18	0 18—0 20

WINNIPEG.

PRODUCE AND PROVISIONS.—Creamery butter is up 1 cent. Cheese is firm but unchanged locally. Hams are a little dearer but on the whole produce prices are steady. Lard prices are easier.

Butter—		
Creamery	0 27	0 29
Creamery	0 28	0 26
Dairy, best	....	0 22
Dairy, No. 1	0 17	0 18
Dairy, No. 2	0 16	0 17
Cooking	....	0 12
Eggs, per dozen	0 21	0 23
Cheese—		
Ontario, large	....	0 15½
Ontario, twins	....	0 15¾
Lard—		
Tierces, per lb.	....	0 13¼
50 lb. tubs	....	6 60
20 lb. tubs	....	2 70
3 lb. tins, cases	....	8 40
5 lb. tins, cases	....	8 32
10 lb. tins, cases	..	8 25
Cured Meats—		
Hams	0 19	0 22
Bacon	0 21	0 22½
Long clear, D.S.	....	0 14½
Shoulders	....	0 15¼
Mess Pork, bbl.	....	28 00
Seneca root, new crop, per lb.	0 50	0 55

Working Towards Better Quality Eggs

What One General Merchant is Doing to Better the Situation—Publishes Store Paper and Gives Hints to Farmer Customers on Raising the Quality.

Some weeks ago an article on this page dealt with the methods of Walter Kidd, a general merchant in Indian River, Ont., in getting his former customers to be more careful about the eggs they marketed. As pointed out in that article, Mr. Kidd publishes monthly a store paper. (There is no newspaper in his village.) In this he runs editorials from time to time on looking after poultry and getting the most out of the eggs. These editorials have been bringing him in good results.

The following is one he published in the July issue:

During hot weather market eggs as often as possible. Never mind if you have not the crate full. Don't wait, bring it in half or quarter full. It will pay you to do so. If you find a stray nest of eggs do not market them with the rest. If you are satisfied they are good use them yourself, also the very small and soiled eggs. Below we give a few suggestions in regard to the production and care of eggs.

Suggestions for the Farmer in Regard to the Production and Care of Market Eggs.

1. Feed the hens on clean, wholesome food and provide an abundance of pure water in clean utensils.
2. Keep the poultry house clean, sanitary and free from vermin.
3. Provide plenty of clean, dry nests in darkened places.
4. Gather eggs at least once a day in cool weather and twice in hot or wet weather.
5. Keep eggs in a cool, dry place.
6. Cover eggs with a cloth to prevent fading.
7. Never keep eggs near kerosene, onions, fish, or any other strong smelling substance; they readily absorb odors.
8. Do not sell eggs known to be bad or which have been in an incubator. It is dishonest.
9. Do not wash eggs.
10. Use the dirty, small, very long and grass stained eggs at home.
11. Never expose eggs for market to direct sunlight, rain or to extreme heat from any source.
12. Remember that eggs are perishable.
13. Market eggs as regularly and frequently as possible.
14. Secure suitable crates for home use and thus prevent breakage and slight cracking.
15. Kill off, dispose of, or get rid of the male birds after the breeding season. Their presence in the flock after June 15th is costing Canadian farmers a million dollars each year through the sale of partially incubated eggs.

Window Displays Wanted

Many good window displays are going to waste all over the country—that is so far as the trade in other towns and cities are concerned. Next time you or your clerks dress an attractive window—one that makes many sales—why not get a photograph of it and send it in to The Canadian Grocer. We are on the lookout for all good window displays. Their publication shows our readers from Halifax to Vancouver how other grocers sell things by window display. It will also help you and your clerks to surpass former efforts each time a window is trimmed. Send the next good one along—whether it be canned goods, preserved fruits, green fruits and vegetables, or housecleaning lines.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ..each	0 04
100 books and over, each.	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ⅛ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancacke Flour per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black Currant	2 00
Red Currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

Red currant	2 00
Black Currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55

Marmalade.

Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz..	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz...	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz...	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 25
Diamond, ¼'s, 6 and 12-lb. boxes	0 26

Icings for Cake—

Chocolate, white, pink, lemon orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz...	0 90
Chocolate Confections—per lb.	
Maple buds, 5-lb. boxes	0 37
Milk medallions, 5-lb. bxs.	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 26
Nonpareil wafers, No. 1, 5-lb. boxes	0 31
Nonpareil Wafers, No. 2, 5-lb. boxes	0 26
Chocolate ginger, 5-lb. bxs.	0 31
Milk chocolate wafers, 5-lb. boxes	0 37
Coffee drops, 5-lb. boxes	0 37
Lunch bars, 5-lb. boxes	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box.	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 5c bars, 24 bars, per box	0 85
Almond nut bars, 4 bars, per box	0 85

EPPS'S.

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N. S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s..	0 26
" Vanilla sticks, per grs.	1 00
" Diamond chocolate, ⅛s.	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 34c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; Cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 21c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case.
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 doz.	5 40
Gold Seal Brand, ea. 4 doz.	5 25
Mayflower Brand, ea. 4 doz.	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz.	4 75
Clover Brand, ea. 4 doz.	4 75

Evaporated (Unsweetened)—

St. Charles Brand, small, ea. 4 dozen	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 dozen	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, ea. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50lb. case.

Terms—Net 30 days prepaid.

FLAVORING EXTRACTS.

SHIRRIFF'S

Quintessential.

1 oz. (all flavors) doz.	1 05
2 oz. (all flavors) doz.	2 00
2½ oz. (all flavors) doz.	2 30
4 oz. (all flavors doz.	3 50
5 oz. (all flavors) doz.	4 50
8 oz. (all flavors) doz.	6 50
16 oz. (all flavors) doz.	12 00
32 oz. (all flavors) doz.	22 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottles (retail at 50c)	4 50
4 oz. bottles (retail at 90)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS

IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ⅓ doz. in case	6 50

LAPORTE, MARTIN, LIMITEE.

Montreal Agencies.

BASIN DE VICHY WATERS.

L'Admirable, 50 qts., cs.	5 00

VICHY LEMONADES.

La Savoureuse Champenoise Cork 50 qts., cs.	8 00
50 pts., cs.	5 00
La Savoureuse "Claret Brown." 100 pts., cs.	9 00
St. Nicholas Champenoise Corks. 50 qts., cs.	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. Olive Oil.	
Cs. 25 11 lb. bars, lb.	0 08½
Cs. 200 3½ lb. pieces, cs.	4 00
Cs. 12 3 lb. bars, lb.	0 10½
Cs. 50 ¾ lb. pieces, cs.	3 75
Cs. 50 1 lb. sq. pieces, cs.	4 50
Cs. 50 1 lb. long pieces, cs	4 50
Cs. 200 300 grs. pieces, cs	12 00
Cs. 100 300 grs. pieces, cs	6 00
Cs. 200 200 grs. pieces, cs	7 50

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals. Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 90

Motts Golden Russett—

Sparkling Cider, 12 qts.	4 50
Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 sp.	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal.

Imported Peas "Soleil"

	Per case
Extra Fins, 50 1 kilo	14 50
Extra Fins, 100 ½ kilo	15 00
Tres Fins, 100 ½ kilo	13 50
Fins, 100 ½ kilo	11 50
Mi-Fins, 100 ½ kilo	11 00
Moyens No. 2 100 ½ kilo	9 50
Moyens No. 3, 100 ½ kilo	9 00
Fins 1 Frs Petit & Cie, 100 ½ kilo	10 00
Moyens, 1 Frs. Petit & Cie, 100 ½ kilo	7 50

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25
Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ⅛ gal.	2 60

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases, 4 doz. each, flats, per case	5 40
Cases, 4 doz each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD

COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases, 3 lbs., 20 to case.	0 11¼
Cases, 5 lbs., 12 to case.	0 11⅛
Cases, 10 lbs., 6 to case.	0 11

F.O.B. Montreal.

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45
	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

VERMICELLI AND MACARONI

C. H. CATELLI CO., LIMITED.

Hirondelle Brand

	1 lb. pkgs.	Loose
Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs. cases	7	6½
Egg noodles, case 10 lbs. loose; case 60 pkgs, ½ lb. each	7½	7

Marguerite Brand.

Same assortment as above	6½	6
Egg noodles in 10 lb. cases, loose, in 60 pkgs., ½ lb. each	7	6½

Catelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lbs. (loose)		5½
30 lb. cases, 1. lb. packages		6

Terms, Net 30 days.

D. SPINELLI CO., Registered.

Globe Brand.

Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Alphabets 30 lb. case	7	6½

Spinelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lb. cases (loose)	5½
30 lb. cases, 1 lb. pkgs.	6

Terms—Net, 30 days.

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5.00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 80
1 gall., doz.	19 20
1-16 gall., gross lot	20 90

The Gold of the West

We were and are prospectors of the Western Grocery trade and know every inch of the Western field, covering it as we do regularly and often.

The money is here, your goods are needed, why not share in the Western harvest and turn your goods into Western gold?

With our large staff on the road we guarantee to bring in sales for your goods and also guarantee your patrons service with our five large and centrally located warehouses.

Write for our terms.

Nicholson & Bain, Wholesale Commission Merchants and Brokers

HEAD OFFICE—WINNIPEG, MAN.

REGINA SASKATOON EDMONTON CALGARY LETHBRIDGE

BACON

Do not forget to put a piece of "Star Brand" English Bacon in the order for your customer when going to Camp or Summer Home. Boneless Bacon is the best and at the same time the cheapest line of either fresh or cured meats and will not fail to give your customer the best of Satisfaction.

Made under Government inspection.

F. W. FEARMAN CO.
LIMITED
HAMILTON
Established 1854

NOW
is the time to think of

MINCE MEAT

GET YOUR ORDER IN EARLY. IT COSTS YOU NOTHING TO ANTICIPATE YOUR REQUIREMENTS AND YOU ASSURE YOURSELF OF PROMPT DELIVERY WHEN REQUIRED.

J.H.Wethey, Limited
ST. CATHARINES

"SOCLEAN."

THE DUSTLESS SWEEPING COMPOUND.

25c Pail, 2 doz. in case (4½ lbs.) enlarged size $4 50
40c Pail, formerly 50c, 2 doz. in case (8 lbs.) 7 20
75c Pail, formerly $1.00, 1 doz. in case (17 lbs.).... 6 75

"ANTI-DUST" SWEEPING POWDER.

2 lb. tins, 3 doz. crates, doz. 1 40
5 lb. tins, 1 and 2 doz., crates, per doz. 3 90

STARCH.

THE CANADA STARCH CO., LTD.

EDWARDSBURG BRANDS and BRANTFORD BRANDS.

Boxes.	Cents
Laundry Starches—	
40 lbs. Canada Laundry....	.05¾
40 lbs., Boxes Canada white gloss, 1 lb. pkgs.....	.06¼
48 lbs., No. 1 white or blue, 4 lb. cartons	.06¾
48 lbs., No. 1 white or blue, 3 lb. cartons	.06¾
100 lbs., kegs, No. 1 white.	.06¼
200 lbs., bbls., No. 1 white	.06¼
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs.	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label	.07½
40 lbs. Benson's Enamel (cold water), per case....	3 00
20 lbs. Benson's Enamel (cold water), per case.....	1 50
Celluloid—boxes containing 45 cartons, per case.....	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch ..... (20-lb. boxes ¼c higher.)	.05¼
Casco Potato Flour, 20-lb. boxes, per lb.	.10

BRANTFORD STARCH. Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs.	.05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06
First Quality White Laundry—	
3-lb. canisters, cs of 48 lbs	.06½
Barrels, 200 lbs.	.06
Kegs, 100 lbs.	.06
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lbs.	.07½
6-lb. toy trunks, lock and key, 3 in case	.08
6-lb. toy drum, with drumsticks, 2 in case.....	.07¾
Kegs, extra large crystals, 100 lbs.	.07
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.05¼
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07½
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes of 40 lbs.	.07½
(20-lb. boxes ¼c higher than (40's.)	

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per case, $4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz., per case, $6.50; 16-oz. tins, 3 doz. per case, $6.75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.

Individuals, 45c per dozen.

Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz. 0 90
Clear soups, in stone jars, 5 varieties, doz. 1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.

Case of ½-lb., containing 120 packages, per box, $3.00.

Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

THE CANADA STARCH CO., LTD.

CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case...	2 40
5-lb. tins, 1 doz. in case...	2 75
10-lb. tins, ½ doz. in case.	2 65
20-lb. tins, ¼ doz. in case.	2 60
Barrels, 700 lbs.	3¼
Half barrels, 350	3½
Quarter barrels, 175	3¾
Pails, 38½	1 75
Pails, 25 lbs. each	1 25

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case...	2 75
5-lb. tins, 1 doz. in case...	3 10
10-lb. tins, ½ doz. in case.	3 00
20-lb. tins, ¼ doz. in case.	2 95

(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND CORN AND MAPLE SYRUP.

Quart tins (wine measure) 2 doz. in case, per case.. 4 70

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.

2s., Tins, 2 doz. to case.

Quebec, per case .....$	1 85
Ontario, per case	1 90
Manitoba, per case	2 30
Saskatchewan, per case....	2 60
Alberta, per case	2 70
British Columbia, per case	2 40

DOMOLCO BRAND.

2s., Tins, 2 doz. to case.

Quebec & Ontario, per case	2 60
Manitoba, per case	3 00
Saskatchewan, per case ...	3 20
Alberta, per case	3 30
British Columbia, per case.	3 10

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz. .....$ 0 90
Pint bottles, 3 doz., cases, doz. 1 75

H. P.

H. P. Sauce—	Per doz.
Cases of 3 dozen	$1 90

H. P. Pickles—

Cases of 2 doz. pints.....	3 35
Cases of 3 doz. ½-pints..	2 25

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross .....$	2 40
2a size, gross	2 50

NUGGET POLISHES.	Doz.
Polish, Black and Tan	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleaner	1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s...	45
Black Watch, 12s	45
Bobs, 5's and 10's	39
Bully, 6s	44
Currency, 6½s and 12s	39
Stag, 5 1-3 to lb.....	39
Old Fox, 6 lb. boxes	40
Pay Roll Bars, 7½s	59
Pay Roll, 7s	59
War Horse, 6s	42
Plug Smoking, Shamrock, 6s, plug or bar	45
Rosebud Plug, 7s	50
Empire, 6s and 12s.....	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking — Great West Pouches, 8s	59
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO. East of Winnipeg.

	Wholesale R't'l	
Brown Label, 1s and ½s	.25	.30
Green Label, 1s and ½s	.27	.35
Blue Label, 1s, ½s, ¼s, and ⅛s	.30	.40
Red Label, 1s and ½s ..	.36	.50
Gold Label, ½s	.44	.60
Red-Gold Label, ½s	.55	80

LUDELLA CEYLON TEA.

Orange Label, ½s	.24	.30
Brown Label, ½s and 1s.	.28	.40
Brown Label, ¼s	.30	.40
Green Label, ½s and 1s	.35	.58
Red Label, ½s	.40	60

MELAGAMA TEA. MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases. All delivered prices.

	Wholesale R't'l	
Brown Label, 1-lb. or ½	.25	.30
Red Label, 1-lb. or ½...	.27	.35
Green Label, 1s, ½ or ¼	.30	.40
Blue Label, 1s, ½ or ¼.	.35	.50
Yellow Label, 1s, ½ or ¼	.40	.60
Purple Label, ¼ only...	.55	.80
Gold Label, ¼ only	.70	1.00

JAMS AND JELLIES. T. UPTON & CO.

Pure Fruit Jams—Raspberry & apple, Strawberry and apple, peach and apple, plum and apple, red currant and apple, black currant and apple, cherry and apple, apricot and apple, gooseberry and apple, huckleberry and apple, fig and apple, 12 oz. glass jars, 2 dozen in case $1.00 per doz.; No. 2 tins, 2 dozen in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37 1-2c. per pail; No. 7 tin pails, 6 pails in crate, 52 1-2c. per pail; No. 7 wood pails, 6 pails in crate, 52 1-2c per pail; 30 lb. wood pails, 7 1-4c. per lb.

Packed in assorted cases or crates if desired.

Pure Fruit Jellies — Raspberry, strawberry, black currant, red currant and pineapple flavors, 9 - oz. glass tumblers, 2 doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; No. 7, tin pails 6 in. crate, 52½c; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per dozen $0 90

List Price.

"Shirriff's" (all flavors), per doz. 0 90

Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages 1 15

Local Fruits

in Large Supply

AT THE FRUIT MARKET

TOMATOES CHEAPER

Canadian Peaches and Plums coming

California Peaches, Pears, Plums, Grapes, etc.

A Full Assortment

WHITE & CO., LIMITED

Wholesale Fruit and Fish

TORONTO HAMILTON

TOMATOES

This will be the big week. We have large consignments of Fancy No. 1 Shipping Stock arriving every day. Send us your orders.

Peaches Pears Plums

Apples Musk Melons

Oranges Lemons Bananas

The House of Quality.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY

Litster Goods

are made good enough to guarantee. They recommend themselves and sell themselves wherever introduced. Is the best any too good for your trade?

Litster Pure Food Co., Limited

TORONTO

Elgin Brand

SMOKED MEATS

—they're as appetizing as ever cured meat was

The curing of meats require years of practical experience to perfect. This is the reason why Elgin Brand Smoked and Cooked Meats have no equal in the trade.

We handle only the best grade of dairy products and selected eggs.

Try our Old Canadian Cheese.

Send for Post Card Order Book.

We solicit your Cold Storage consignments.

The St. Thomas Packing Co.

LIMITED

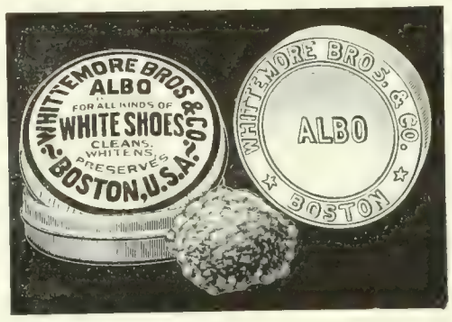
Pork Packers and Provision Merchants, Pork, Pork Products and Beef, Butter, Eggs and Cheese.

ST. THOMAS, ONT.

Wholesale Branches at Windsor and London, Ont.

Let us send you one of our Post Card Order Books.

Finest Quality *Whittemore's Shoe Polishes* Largest Variety



Oldest and Largest Manufacturers of Shoe Polishes in the World

"GILT EDGE" Oil Polish. The only Ladies' Shoe Dressing that positively contains OIL. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. Largest quantity. Finest quality. Polishes without rubbing. Retails 25c.

"ALBO" Cleans and whitens Canvas, White Buck, Suede and Nubuck shoes. Each cake in a zinc-tin box with sponge (see cut). Retails 10c. Each cake in a handsome aluminum box with sponge. Retails 25c.

"NUBUCK" White Leather Dressing cleans and whitens Buck, Nubuck, Suede and Ooze leathers, both smooth and nappy finish. Retails 25c.

"DANDY" COMBINATION. For cleansing and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. Retails 25c. **"STAR"** russet combination (10c size). Russet, Brown and Ox Blood pastes (5 sizes of each color).

"ELITE" COMBINATION. For those who take pride in having their shoes look A1. Restores color and lustre to all black shoes. Retails 25c. **"BABY ELITE" COMBINATION** (10c size). **"ELITE" PASTE** in 5 sizes.

"QUICK WHITE" makes dirty Canvas shoes Clean and White. In liquid form, so can be quickly and easily applied. A sponge in every packet so always ready for use. Two sizes, retails for 10c. and 25c.

Send for circulars giving full particulars of our other Polishes to WHITTEMORE BROS. & CO., Boston, Mass., U.S.A.

For Sale by the Shoe Findings and Shoe Jobbing Trades of all Canada.

Tobaccos worth while

Quality backed up by extensive advertising is a big argument in favor of you handling these two popular tobaccos

Rose Quesnel Smoking
—Pure Canadian

This tobacco is made of specially selected and cured leaves of a high quality tobacco. It is delightfully sweet, cool and non-irritating.

King George Navy Plug
A delicious chewing tobacco.

This is a popular brand and is in every way a good proposition for you to handle—it sells fast.

Rock City Tobacco Co.,
LIMITED
QUEBEC

Goes To The Very Bottom And Removes The Dirt

without in any way injuring the daintiest fabric either by discoloring or deteriorating the fabric.

WONDERFUL SOAP has that loosening quality which is so desirable in washing soaps and which is a strong point of talk when introducing this soap.

Think this over and send for a sample lot. It will pay you.

We quote the following prices for Wonderful Soap and other standard lines:

	Per case.
WONDERFUL SOAP (100 cakes)	$4.15
ROYAL CITY BAR (24 bar)	2.85
PEERLESS BAR (30 bar)	2.45
STANDARD SOAP (100 cakes)	2.30
CRYSTAL SOAP CHIPS (100 pkg.)	3.75

FREIGHT PAID 5 CASE LOTS.
Crystal Soap Chips (200 lb. bbls.) 5½c. Freight paid.
YOURS FOR QUALITY.

GUELPH SOAP CO.
GUELPH, ONTARIO

BISCUITS

from the Old Country

Notice to Grocers and Stores in Canada

McVitie & Price, Limited

are now sending regular supplies of their biscuits to Ontario, Quebec, Manitoba, Alberta, Saskatchewan, British Columbia and the Yukon Territory.

When you sell **McVITIE & PRICE'S Biscuits** you are supplying your clients with first-class goods noted for their excellence and absolute purity.

AGENTS:

Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, WINNIPEG

Alberta
CAMPBELL, WILSON & HORNE, Limited,
CALGARY, EDMONTON AND LETHBRIDGE

British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St., VANCOUVER

Automatic Lock Holds Bunch at Any Point

And the heavier the bunch, the tighter the grip! Hook on . . . Pull to desired height . . . Let go pull rope . . . and the **patented lock** grips the rope in a hold that never can slip. Don't **lift—shift** your burden to the

HALL TRADE MARK

Banana Hoist

Farmers and others are using over a **quarter of a million** Hall Self Locking Safety Hoists. They know that such a labor-saving device is almost worth its weight in gold. Fruitmen and others with such lifting and swinging to do, are welcoming the advent of this saving device now so perfectly adapted to their needs.

Guaranteed to Satisfy or Money Refunded

Our little leaflet tells many ways this Hoist will serve you and earn its cost. You should have this leaflet at once. If your wholesale grocer or hardware dealer can't supply Hall Banana Hoists, send 50 cents and we will ship by parcel post under "Money Back Guarantee."

Act to-day!

HALL MANUFACTURING Company, Monticello, Iowa

PURITY SALT

Should Go Into Every Basket of Orders That Leaves Your Store

When salt is asked for give the customer "Purity," it's everything its name implies. It satisfies the customers every time and allows you a liberal profit. Insist on getting it — recommend it to your patrons.

THE Western Salt Co. LTD.

COURTRIGHT, ONT.

Those Who Know

Cane's Washboards

Always Specify Them

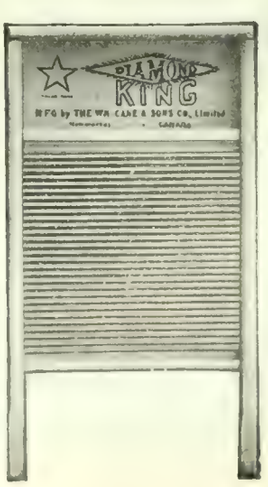
Because They are Right in Price and Give the Best Service

Cane's Washboards stand in a class by themselves for neat construction, quality and durability, and pay an attractive profit.

Among the 13 different styles and grades you will have one to meet every demand.

If you haven't our catalog on "Cane's" Wash-day woodenware, we will be pleased to send you one.

WM. CANE & SONS CO.
LIMITED
NEWMARKET, ONT.



EVERY POUND OF
ANCHOR BRAND FLOUR
has character in every ounce

because extreme care, watchfulness, ability, integrity, the most modern equipment and only the choicest Western Spring Wheats form the complement that obtains the highest possible quality every day in the year.

The most searching analysis and tests make uniformity certain.

As rapidly as people learn all the facts about **Anchor Brand Flour**, they are satisfied only with this Brand.

Anchor Brand Flour is better because the trouble and expense are taken to make it better.

Standard Prices—Worth More.

Free samples for Missourians will be sent to Dealers and Bakers for distribution.

Leitch Brothers' Flour Mills, Ltd.

Oak Lake,, Manitoba

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

We Put the Quality in and Left it There

that is why

Gilmour's Antiseptic Handcleaner

sets the pace, and, mind you, it is the "**pace that kills**" **(the others)** once the customer gets that YELLOW TIN she will ask for it by name again. GILMOUR'S MAKES THE HANDS VELVETY. SMOOTH AS A SEALSKIN.
How much?

THE GILMOUR CO.
604 PAPINEAU AVE., MONTREAL

AGENTS:
E. O. Cornish, Vancouver; Watson & Truesdale, Winnipeg; Fenwick & Hendry, Kingston; F. E. Roberge, Ottawa; G. W. Gorham, Halifax; Edward Lacroix, North Sydney.

We have them

Giant
Prince
Globe
Beaver

Fruit Jar Rings

Quality Guaranteed

Walter Woods & Co.
HAMILTON and WINNIPEG

Protection from the Summer Heat

This is not an advertisement of a summer resort, but a straightforward talk to grocers who are not observing the best method to big cheese profits.

Summer heat, flies, and insects go together—all are destructive to cheese and deteriorating to its value. This is the remedy—

The Perfection Cheese Cutter and Cabinet

It is the only properly sanitary and absolutely practical device for retaining cheese in a store in summer. *CHEESE* has to be displayed well to sell it. Get a wood and glass cabinet that displays and protects the cheese at the same time.

Write us to-day for further convincing proof of the PERFECTION CHEESE CUTTER as a summer guardian of your cheese.

American Computing Co. of Canada

Hamilton **Canada**

Made in Canada

THE NAME "FAIRBANK" MEANS SOAP SURETY

FAIRY SOAP

FAIRY SOAP QUALITY. No better soap can be made; your customers can't buy better for five times the 5 cents they pay for it.
FAIRY SOAP ADVERTISING. The extensive advertising that helps the sale of every Fairbank product has made the pure, white, sweet floating oval cake known to women everywhere.
FAIRY SOAP SALE. Because of the combination of exceptional quality and extensive advertising, all you need do is display Fairy Soap prominently to enjoy a steady stream of profits from its persistent sale to pleased customers.

"Have you a little 'Fairy' in your home?"

The N. K. Fairbank Company,
LIMITED, - - MONTREAL

A Profitable Line For You

1. Attractively packed and labelled.
2. "King Oscar" sells readily.
3. Have the natural sea flavor.
4. Packed in Pure Olive Oil.
5. Uniformity of size.
6. Tasty, Nutritious, Zesty.
7. Satisfaction for your customers.
8. Profit for you.

By Special Royal Permission.

9. Put up by the largest packers on the coast of Norway—the home of the finest sardines in the world.

Canadian Agents:

J. W. Bickle & Greening

(J. A. Henderson)

Hamilton, Ontario

THE

British Columbian Fisheries, Limited

Salmon Packers

SALMON BRANDS:—
"Location"
"Dreadnaught"
"Aliford Bay"

FRESH FISH

FISHING STATIONS:—
Skidegate
Aliford Bay
Cumshewa

Manufacturers of
FISHMEAL, FERTILIZER, and SKIDEGATE DOG FISH OIL and RAT FISH OILS

OFFICES—
Bank of Ottawa Building
VANCOUVER

25 Victoria St.
LONDON, ENG.

Telegrams "Fishfoods" Vancouver

Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 doz. in case	$3.60
Princess Condensed Milk, 4 doz. in case	$4.50
Banner Condensed Milk, 4 doz. in case	$5.25

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East or Halifax. We will prepay freight up to 50c. per 100 lbs.

J. MALCOM & SON
St. George, Ontario

With the sale of D. W. C. Spanish Olives goes customer satisfaction

¶ This is what live grocers enjoy, for with this satisfaction the grocer realizes an increased percentage of profit. D.W.C. stands for superior quality in both the olives and their preparation.

Your jobber handles them.

Rowat & Co.

Glasgow, Scotland

CANADIAN DISTRIBUTORS

Snowdon & Ebbitt, 325 Corlstine Building, Montreal, Quebec, Ontario, Manitoba, and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

Pacific Coast Halibut and Salmon

FRESH AND FROZEN

Order your Pacific Coast Frozen Halibut and Salmon for next Winter's requirements from

The Canadian Fishing Company, Limited

VANCOUVER, BRITISH COLUMBIA

Write for prices and information.

We produce and ship all kinds of Pacific Coast Fish—Fresh—Frozen —Salt—and Smoked.

Quality and Service Unsurpassed

MASON'S 'O.K.' SAUCE

THE ORIGINAL

As purveyed by appointment to the House of Lords. As supplied to the House of Commons, H.M. Navy & Army, Government Offices and the Leading Hotels and Caterers throughout the World.

CAUTION—No connection with any firm or company trading in a similar name.

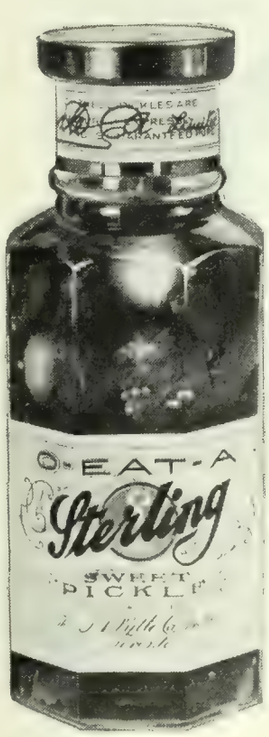
THE MARK OF QUALITY

An introductory size and a certain leader to the larger size. Price **10cts.**

Sole Manufacturers:
GEORGE MASON & CO. LIMITED,
LONDON, ENGLAND.

Represented by:—

The Lind Brokerage Co., 49 Wellington St. E., Toronto.
G. H. Gillespie, 437 Richmond Street, London, Ont.
J. T. McBride, 62 Canadian Life Chambers, Montreal.
Nelson Shakespeare Watkins, Limited, 860-864 Cambie Street, Vancouver.
David Brown, 328 Smith St., Winnipeg, Man.
W. C. Mullins & Co., 25 King St., St. John, N.B.
Fenwick Hendry & Co., Wholesale Distributors, Kingston and District.



Sterling Brand Pickles

solves the pickling problem. An inviting display of either our bottled or bulk pickles will settle the pickling problem for many a heat-tired housewife. Sterling Brand Sweet or Mixed pickles always satisfy, they create a longing for more. Try them out.

The T. A. Lytle Co.
LIMITED
Sterling Road, Toronto

BLACK JACK

QUICK!
CLEAN
HANDY

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins
3 doz. in case

Certainly You Need a Refrigerator

The heat of summer makes it necessary that every Grocery store be equipped with a refrigerator.

EUREKA
REFRIGERATORS

are backed with over twenty-seven years of manufacturing experience, which serves to make this line the standard on the Canadian market.

The Eureka contains no zinc or galvanized iron to rust and corrode. It is the sanitary dry cold circulating air way that makes perfect refrigeration possible with minimum ice expense.

Catalog and prices sent on request.

Eureka Refrigerator Co.,
Limited
54 Noble Street TORONTO

Montreal Representative
JAMES RUTLEDGE, Tel. St. Louis 3076
Distributing Agents, Walter Woods & Co., Winnipeg
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

Cleans alike, the hardest and most delicate skin

Snap is the friend of the horny hand of the laborer, and the delicately soft hand of the pretty miss.

It removes soil and stain without injuring the skin or irritating it in any way. Snap is antiseptic, healing.

Replenish your Fall stock.

SNAP COMPANY, Limited
MONTREAL

"Look Before You Leap"

is a good proverb, but a like good one is "**Look into our prices before you buy.**"

Our soaps fill every need, they are made of highest quality materials and pay a liberal profit.

"PURITY" LAUNDRY SOAP, a cake soap for those who prefer soap in the lump form. Gives splendid satisfaction.

"YOUNG-TOM" WASHING POWER for washing clothes, floors, dishes, windows, etc., performs a maximum of service with minimum labor. It does not injure the hands.

UNCLE TOM TAR SOAP A perfect shampoo soap and a boon to roughened complexions and hands. Fragrant and soothing. A most pleasing adjunct to the bath.

GLYCERINE PUMICE, a soap which thoroughly cleanses the hands without injury to the skin.

PURE OLIVE OIL SOAP. The purest soap made. A splendid cleanser and a toilet delight for particular people. Wash the Baby with Pure Olive Oil Soap.

We also make Liquid Olive Oil Soap, Liquid Olive Oil Shampoo, and Liquid Tar Shampoo.

GET OUR PRICES.

Young-Thomas Soap Co., Ltd.
Regina, Sask.

WARNING!

CRESCENT BRAND

BM&Co.
TRADE MARK

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER, MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

Don't Shoot at Random!

If you are desirous of adding the class trade to your store you cannot *guess* your stock to suit their demands. To fill the bill you must stock *Carr's Biscuits.* They are *known* for quality, and carry the best trade with them.

Packed for export in air tight tins. Send an order to the nearest agent.

AGENTS:

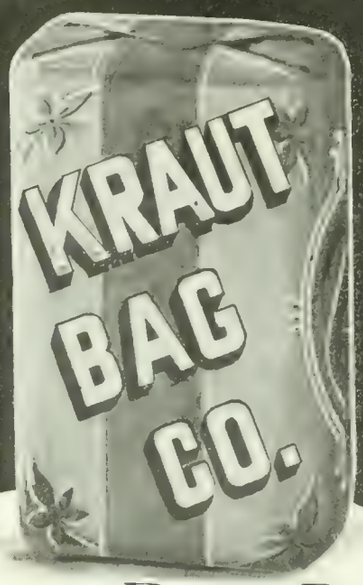
Wm. H. Dunn Montreal and Toronto

Hamblin & Brereton, Ltd. Winnipeg and Vancouver B.C.

T. A. MacNab & Co., St. John's, Newfoundland.

CARR & CO. CARLISLE ENGLAND

TO THE COFFEE & TEA TRADE



Use Fancy Paper Bags

Adolph Kraut Co.

57 Warren St. New York.

Macaroni
(Hirondelle).

Vermicelli
(Hirondelle).

Spaghetti
(Hirondelle).

Hirondelle *means* Swallow

Get the brand that makes a good swallow. We see that the palate of all is entirely satisfied by using only the choicest of ingredients.

Besides, we do not overlook your profit. It's more reasonable than you imagine.

C. H. Catelli Limited
MONTREAL

Dust on The Floor Means Dust on The Sunbeam. That Means Dust all Over.

Keep the Dust Down by Using

ANTI-DUST

After you find how nicely it works, tell your Customers all about it.

For Attractiveness of Tin and Quality of Powder You Can't Beat ANTI-DUST.

Sapho Mfg. Co., Limited
MONTREAL

GAZELLE

THE REAL SYNONYM FOR QUALITY

A pack of gazelles presents an interesting study in animal life. The gazelle impresses by its neatness, lasting power, and easy moving.

The Gazelle Pack of Canned Goods is also attractive. The Neatness, Durability, and Easiness in Selling, make it the grocer's favorite.

Hudon, Hebert & Co., Limited

MONTREAL

The Most Liberally Managed Firm in Canada

CHANGE YOUR SIGNALS

Switch over right away to

HUGMAN'S PURE ENGLISH SPICES

The War Is Now On
Purity Must Win Out

Being manufacturers of **Pure Spices** only, we have never been in sympathy with the laws rendering retailers liable to a fine for the handling of adulterated spices, but candidly believe the onus should be on the manufacturer.

We have had some lengthy correspondence with the leading daily paper here on the matter, in which we upheld the honesty of the retailer. Write us and we will send you copies of these letters, so that you can interest your local press and

Agitate

For the Repeal of Unjust Legislation.

A. W. Hugman, Limited, Montreal

Pure Spices and Pure Only. Headquarters for Pickling Spices.

CLASSIFIEDADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

FOR SALE

NEW ARCTIC REFRIGERATOR, SIZE 7 ft. x 9 ft. x 10 ft. high (up-to-date), bargain for quick sale. Also new Toledo Scale. Apply Box 322, Simcoe, Ont.

HIGH-CLASS GROCERY BUSINESS IN LIVE city west of Winnipeg, in Sask., population over 25,000. Party in poor health and must sell. Sales will average $60,000 per year. Stock is turned over fifteen times a year. Fixtures and stock will run about $7,000. Possession at once, $2 000 cash, balance on very easy terms. Apply Box 492, Canadian Grocer, Toronto.

GROCERY FOR SALE

HIGH-CLASS GROCERY AND PROVISION business and fixtures for sale. Situated in Toronto, on corner in rapidly growing locality. Modern equipment; 2 delivery outfits, coffee mill, computing scales and interior fittings. Lease can be renewed at reasonable terms. Communicate direct with us, D. M. Johnson & Co., Real Estate, 948 Gerrard St. E., Toronto.

REPRESENTATIVES WANTED

A SIDE LINE FOR COMPETENT SALESmen—a commission of 25% will be paid to salesmen of ability calling on grocery, drug, cigar stores, confectionery stores, etc., throughout Canada. Strictly high-grade goods manufactured by largest concerns in Canada. Only men of ability need apply, and by letter only. H. Jackson, Room 724, 64 Wellington St. W., Toronto.

SIDE LINES WANTED

TRAVELLER CALLING ON THE RETAIL trade and mines in Northern Ontario would like some good side line. Address A. L. Box 155, Byng Inlet, Ont.

MISCELLANEOUS

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro', Ont., solicits your orders.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St., West, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. tf

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

FIRE INSURANCE, INSURE IN THE HARTFORD. Agencies everywhere in Canada. THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice street, Toronto.

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

LIKE EVERY SUCCESS

MAPLEINE

has been followed by imitations and would-be substitutes, but remains pre-eminent as

AN ORIGINAL FLAVOR

It won't cook or freeze out. Order from your Jobber, or:

Frederick E. Robson & Co., 25 Front St. E., Toronto, Ontario.
Mason & Hickey 287 Stanley St., Winnipeg, Man.

The Crescent Mfg. Co.
SEATTLE, - WASH.

Good Retail Business for Sale

An excellent opportunity for a first-class retail merchant in one of the most rapidly growing towns of Southern Saskatchewan. A general stock of approximately $21,000.00, well assorted and in first-class condition. Five years' lease. Full particulars as to stock, sales and location can be obtained by communicating with the undersigned. That this business is on the market at the present time is due to under-capitalization.

The Canadian Credit Men's Trust Association Limited, Assignee
502-504 Leader Building, Regina, Sask.

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE $2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co.
143-149 University Ave., Toronto

THE "WANT AD."

The "want ad." has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the smal affairs and incidents of daily life.

When writing advertisers, kindly mention having seen the ad. in this paper.

Buyers' Guide

WRITE TO
10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
if you are interested in Irish trade.

O. E. Robinson & Co.
Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - - Ontario
Established 1886.

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT GEO. J. CLIFF, Manager

Comte's High Class Coffees
are forging ahead. Retailers are getting wise to the quality. We want more agents.
Write
Augustin Comte & Co., Limited
P.O. Box 2963, MONTREAL

Importers and Brokers Wanted
THROUGHOUT THE DOMINION FOR
WELL KNOWN OLD COUNTRY
TOFFEES PRESERVES
BOOT POLISHES HEALTH SALINE
FLY-CATCHERS, ETC.
Apply EDWARD KIDD & CO.
1090 Hamilton St., VANCOUVER, B.C.

Readers of The Grocer, Let Us Know Your Wants

The Canadian Grocer is in a position to secure information on new lines in the grocery trade, and of novelties occasionally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Canadian Grocer you are entitled to this service.

GRATTAN & CO., LIMITED
ESTD. 1825
The Original Makers of
BELFAST GINGER ALE
Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

SUCHARD'S COCOA
The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.
FRANK L. BENEDICT & CO.
Agents Montreal

HOLLAND RUSK
The most delicious, nourishing food you can offer your customers, and it means a liberal profit to you. Order a case from jobber to-day.
HOLLAND RUSK COMPANY
HOLLAND, MICH.

When writing advertisers, kindly mention having seen the ad. in this paper.

D. & J. McCALLUM
PERFECTION
SCOTCH WHISKEY
is known throughout the Canadian trade as the finest flavored Scotch on the market. It hasn't that smoky flavor of most Scotch Whiskies. It represents customer satisfaction and good profits.
Wm. E. McIntyre, Limited
23 Water Street, St. John, N.B.
GENERAL AGENT

ZIP

Cleaned Hands before the other preparations were known. Manufactured long ago from a formula resulting from years of study, ZIP to-day holds premier place amongst hand soaps.
ZIP ZIP ZIP
Get that little word. "Zip" up your sales to high gear. Zip does just what the others do, but a great deal better.
Ask us about our premium plan. It increases sales all along.
The Zip Mfg. Company, - Sutton, P. Q.
AGENTS:—R. E. Boyd & Co., Montreal; The Harry Horne Co., Toronto; Leadley & Company, Winnipeg; A. Francois Turcot, Quebec, Que.; C. O. Genest & Fils, Sherbrooke, Que.

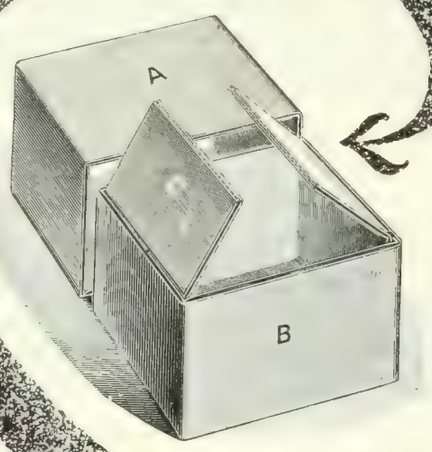
Style 75 Cellular Express and Freight Box

half the weight of a light-wood box

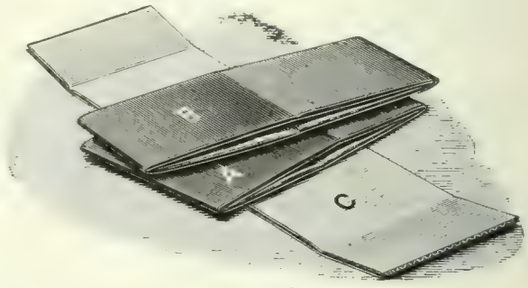
Think, Mr. Wholesaler, Mr. Canner, Mr. Packer, what a saving of room in your shipping department can be effected by the use of Thompson and Norris Cellular Express and Freight Boxes. Note the difference in space required for the box "set up" and "knocked down."

There is a box to suit every requirement, boxes that will stand any kind of abuse in transportation. T. and N. Boxes are easier to pack and are half the weight of the same size wooden box. Further details of your shipping proposition on request. The illustration shows only one of our many styles. We furnish a style that best suits your needs.

Let us know your requirements. Write for illustrated catalog.



Set up



Knocked down

The Thompson & Norris Co.
of Canada, Limited

Niagara Falls, Ontario Brooklyn, N.Y. Boston, Mass
Brookville, Ind. London, Eng. Julich, Germany

T&N

John Gray & Co., Limited

Glasgow Scotland

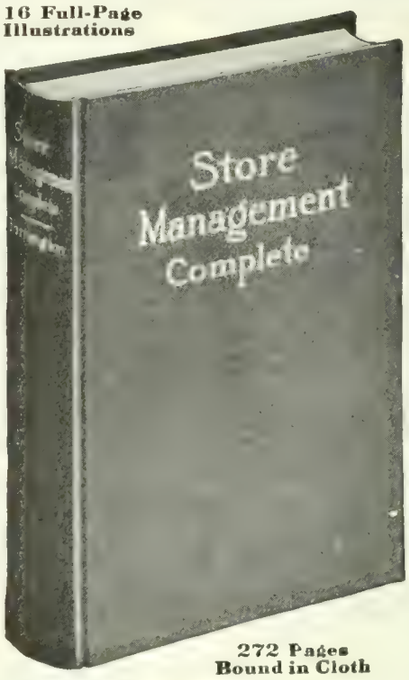
1 lb. Floral Glass

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn, 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 47 Wellington St. East; Ottawa, E. M. Lerner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.

Store Management—Complete

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK BY FRANK FARRINGTON

A Companion Book to **Retail Advertising Complete**

$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW JUST PUBLISHED

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO

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When It's

Champagne

See that you give them

PIPER-HEIDSIECK

The King of Them All!

Every Knowing Consumer knows it, so tell us whether you want the

Brut Sec or Tres Sec In Baskets and Cases Quarts, Pints, Splits

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PUSH CANNED GOODS.

We have a large assortment of Canadian Canned Goods, all top-notch quality. Select from

Vegetables	Fish	Fruits
Tomatoes	Salmon	Apples
Corn	Sardines	Raspberries
Peas	Lobsters	Strawberries
Haricots	Herrings	Pears
Beets	Oysters	Peaches
Asparagus	Cod Fish	Plums
Etc.	Etc.	Etc.

We recommend **Victoria** Brand.

IMPORTED CANNED GOODS.
Le Soleil Brand.

Here is the brand that has never raised a complaint. The packers are the pioneers in the business, so you can rely on them.

Le Soleil Brand

is the leader. Has been for years past. The pack of most reliable people whose efforts on behalf of "HIGHEST PURITY in CANNED GOODS" has won for them a world-wide reputation.

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Laporte, Martin, Limitee

568 St. Paul St., - Montreal

Telephone Main 3766

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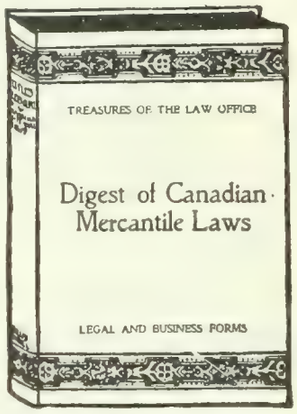
"Digest of the Mercantile Laws of Canada."

A ready reference for merchants and their assistants in their daily business.



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No work published in Canada equals it for the Grocer

The entire work has been critically revised, a considerable amount of new matter added, and numerous cases and authorities have been cited in support of the most important points in the various Chapters. It is bound in the same dark green cloth.

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Based on Dominion and Provincial Statutes and Court Decisions.
Indorsed by barristers, sheriffs, magistrates and conveyancers.
Recommended by the Ontario Institute of Chartered Accountants.
Used by more accountants, bankers and business firms than any other work on the subject. Forwarded direct post free on receipt of price.

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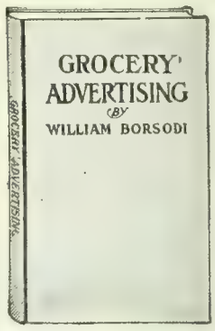
BY WM. BORSODI



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By John H. Blake

This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects:

HOW TO ESTABLISH A TEA TRADE

The Tea Gardens of the World.
Tea from Seed to Leaf
Tea from Leaf to Cup
The Tea Marts of the Orient
How to Test Teas
Where to Buy Teas
Is it Wise to Place an Importation Order?
Bulk Versus Package Teas
Tea Blending

Price postpaid, $2.00.

275 Pages **24 full-page illustrations**

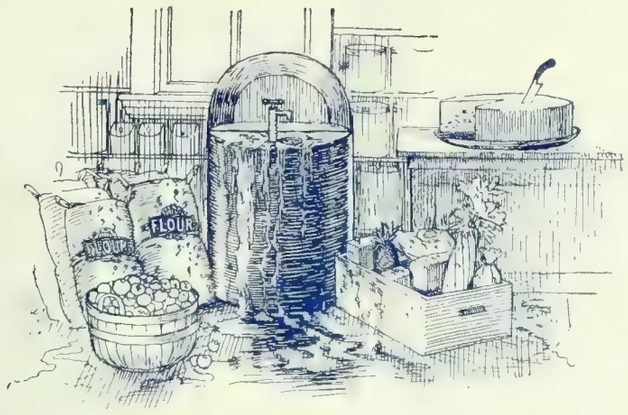
All orders payable in advance.

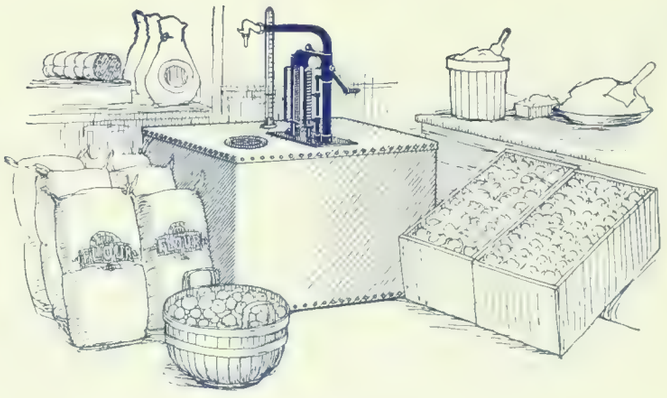
The MacLean Publishing Co., Ltd.

MONTREAL TORONTO WINNIPEG VANCOUVER

BOOK DEPARTMENT
143-149 University Ave., Toronto

If remitting by cheque make same **payable at par,** Toronto





The Bowser Safe Self-Measuring Oil Tank is Profitable Because it is Clean

The old style tank reduces your profits by letting oil drip, and the oil ruins other articles, besides making your store "oily" and "smelly." The BOWSER TANK cuts off the oil as soon as you stop pumping; it does not drip; it positively prevents evaporation; you save the oil and the food stuffs; there's no oily smell, no dirty, oil-soaked floor, no odor—you get **all** your **profit.** The BOWSER outfit does away with the nasty oily measure and funnel—you hang the customer's can on a clean nozzle and pump till you fill it. Then the oil stops, and there's no drip, no dirt, no stain—no necessity for washing your hands. Write us for our booklet and full information FREE.

S. F. BOWSER & COMPANY, Inc.

66-68 Frazer Avenue - **Toronto, Ont., Canada**

Made by Canadian Workmen and Sold by Canadian Salesmen. **Sales Offices in all Centres and Representatives Everywhere.**

Original patentees and manufacturers of standard, self-measuring hand and power driven pumps, large and small tanks, gasolene and oil storage and distributing systems, oil filtering and circulating systems, dry cleaner's systems, etc.
Established 1885.

Sanitary Cans

"The Can of Quality"

Tomatoes, Peaches, Pears, Plums, Apples.

Enamel Lined Cans for Strawberries, Raspberries, Beets.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Five Roses Flour

Not Bleached Not Blended

Selecting the Right Flour

I can say without contradiction, that for the past 20 years I have used the best brands of flour manufactured in the U. S. and Canada, and no other brand has given me the same satisfaction as FIVE ROSES. — Mrs. M. A. D., Roundwood, Ont.

FIVE ROSES makes the most bread out of a barrel than any other. Have kept house for 20 years and it has given me the best satisfaction for bread and pastry. — Mrs. J. E. L., Woodstock, N. B.

Used FIVE ROSES for about 10 years and find it the best for bread or any kind of pastry you would want. — Mrs. S. F. O., Parry Sound, Ont.

Used FIVE ROSES for a number of years. Can guarantee its success for bread and pastry. — Miss E. H., Cushing, Que.

I use a barrel of FIVE ROSES every month. Have been using the same for 21 years and it beats all other flours for me. — Mrs. H. J., Bridgetown, N. S.

I would not be without FIVE ROSES flour in my home for any price. Would not trade one bag of FIVE ROSES flour for 3 of any other. — Mrs. R., Birdhill, Man.

Have used your flour for 7 years and find it splendid for bread, cakes and pastry. I always refuse the "just as good" as I am not sure about their being good, but I am sure of FIVE ROSES. — Mrs. J. I., Edmonton, Alta.

FULL NAMES ON REQUEST

NO GROCER really knows the possibilities of a flour till his customers have given their verdict. Then will he find them in perfect accord with the thousands of other Canadian housewives who for a full generation have proved FIVE ROSES *perfect* in *bread and pastry making.*

While we are not in the habit of using testimonials, we ask your attention this once to these few simple, sincere commendations taken from a host of *unsolicited* statements received from the satisfied customers of grocers selling FIVE ROSES.

If we had only reports from one locality, only a limited conclusion could be drawn; but when we have reports from *all over Canada,* from housewives who have been using FIVE ROSES for years and years, are we not justified in concluding that FIVE ROSES offers the retailer his best opportunity for a consistent profitable flour trade?

The right flour for you to buy to sell again is the one that enthusiastic consumers advertise so eagerly to one another, the flour that sells best to-day while assuring to-morrows profit on a larger scale.

Ask your jobber or write our nearest office.

LAKE OF THE WOODS MILLING COMPANY, LIMITED

Montreal Ottawa Toronto London St. John Keewatin Winnipeg Vancouver

"The House of Character" *Capacity 11,500 bbls.*

THIS IS THE 1,343rd ISSUE OF

CANADIAN GROCER

ONLY WEEKLY GROCERY PAPER PUBLISHED IN CANADA

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII. PUBLICATION OFFICE: TORONTO, SEPTEMBER 5, 1913 No. 36

'most
everybody
in Canada uses

WINDSOR
SALT

Every dealer in
Canada finds it his
best Salt Seller.

Canadian Salt Co.
Limited

Windsor, Ont.

There's a Record in the Register

Before the Customer Gets the Goods

The "Get a Receipt" plan enforces a *record* inside the register before the goods are wrapped. The *receipt* is wrapped in the parcel and the record *must* be made before the receipt is issued.

This record is the clerk's own acknowledgment that he has sold a certain amount of goods and will be responsible for a corresponding sum of money. It is your receipt for the transaction.

This protects your business, shows you at all times just where you stand, benefits your customers, saves time and increases profits.

Write for information today about the National Cash Register that is built for the particular needs of *your* business.

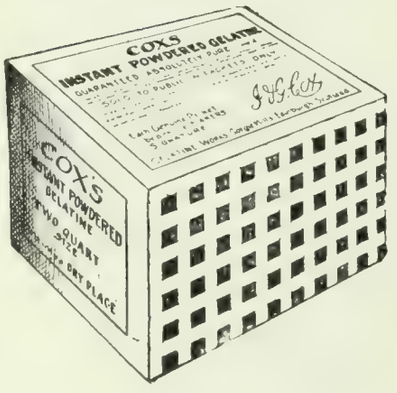
The National Cash Register Company

285 Yonge Street, TORONTO

Canadian Factory: Toronto, Canada

—just COX'S

"BRITISH MADE"



Suggest to Your Customers

that Cox's Instant Jelly Powder makes a delicious dessert for autumn luncheons, and is most excellent with fresh, ripe fruits. Can be instantly prepared.

Your patrons will appreciate the absolute purity and the delicious flavor of Cox's.

The Standard Gelatin for nearly a Century

The Children Can Build Up Your Business

Yes, the youngers running backward and forward from your store generally have coppers for candies. Get our attractive sweetmeats, and get them in the habit of buying them, and they will insist on their parents sending them to your store for other supplies, because "**they want the good candies.**"

The Children of To-day are the Adults of To-morrow

INVEST $13 AND CLEAR 60%

Mikado Mix

32 lb. Pails 8c per lb.
The finest toothsome mixture made.

Per ½ Gross Box - 50c.
Watch the young nippers jump at these!!

Minto Mix

Disappearing creams that leave a lasting taste of goodness.

MARSHMALLOW LINES
Big sellers just now
Our lines are leaders comprising

Vanilla Moss Marshmallow
Chocolate Walnut Marshmallow Squares
Chocolate Marshmallow Bar
"Busters" Marshmallow
Cocoa Moss Marshmallow
Jewel Squares Marshmallow
Peanut Roll Marshmallow
Tricolor Marshmallow
Etc., Etc.

NEW PENNY GOODS

Cream Peanut Roll
Cream Cocoanut Roll
Ta Ka Kake
Strawberry Sticks, 2 for 1c.
Latiere Sticks, 2 for 1c.
Cocoa Whispers, 2 for 1c.

Get in on our "Trial Order" Scheme

SUGARS & CANNERS, LTD., Montreal.
Please ship, freight prepaid:

1 pail MIKADO MIX., 32 lbs.	$ 2.56
1 pail MINTO MIX., 32 lbs.	2.56
1 pail NUTTY CREAMS, 17 lbs.	2.40
1 pail MINT BUTTONS, 17 lbs.	2.20
Gross Goods (Assorted), 8 ½ gross boxes..	4.00
	$13.72

Name .....
Address .....

All Fresh and Crisp From Factory

SUGAR & CANNERS, LIMITED
MONTREAL

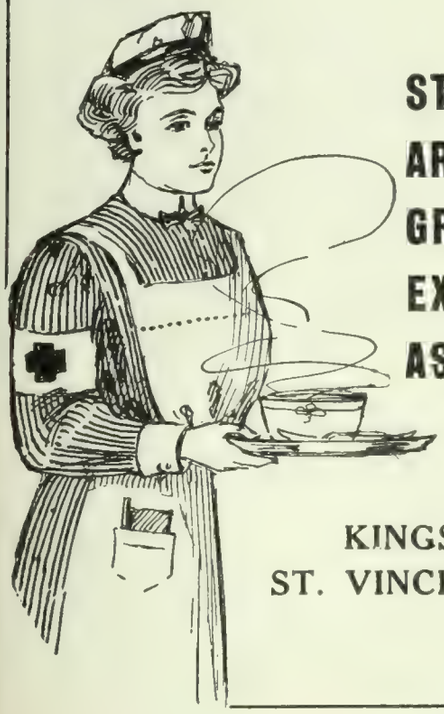
All The Candies Are All The Candy

FOR MANY PURPOSES

ST. VINCENT ARROWROOT has a large variety of uses in the household, also in biscuit and confectionery factories, where this wholesome food has been found a very desirable ingredient in biscuits and chocolates. It has been proven that the public favor the products which contain this food.

It makes an ideal breakfast and is the ideal diet for children and adults, and is a boon to the invalid. It also makes a dainty dessert, is healthful and nutritious.

Wherever introduced it has become immediately popular with an ever-widening circle of users. The demand has always exceeded the supply. We are offering enlarged supply to meet the growing demand. There's money in it for the wideawake dealer.



ST. VINCENT ARROWROOT GROWERS' & EXPORTERS' ASSOCIATION

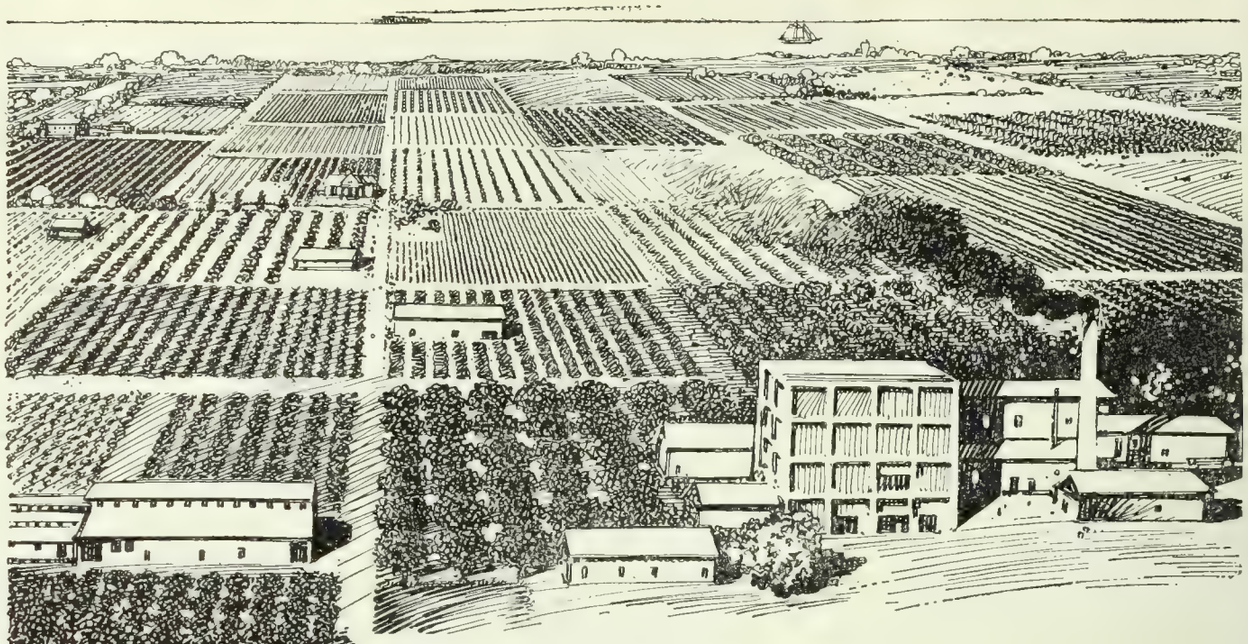
KINGSTOWN
ST. VINCENT, B.W.I.

Dealers the country over are kept hustling to supply the demand for quality milk products—Borden's are the leading lines, they have held the pinnacle position for over 57 years.

Borden Milk Co.
"Leaders of Quality"
Montreal

Branch Office:
No. 2 Arcade Building
Vancouver, B.C.

BORDEN'S



Fresh from the orchards to the jar—that's the E. D. S. way

The immense popularity and the unqualified success of E.D.S. products is the direct result of QUALITY—the "Fresh from orchard to table" quality.

They cost no more than many adulterated and compounded products, but give the grocer and consumer much better value. E.D.S. purity is proven by Government analysis, see Bulletin No. 244.

New packs of fruits are now ready for shipment, it will pay you well to get our quotations, they can't be beat, considering the quality of the goods.

E. D. Smith & Son, Ltd.

WINONA, ONT.

AGENTS: NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N. S.; J. GIBBS, Hamilton.

The finer grades of peas pay larger dividends

¶ Dealers should encourage their patrons to use the finer grades of Peas. They cost just a trifle more than the coarser grades, though the difference in quality is most pronounced. Also by selling the finer grade there will be found better all-around satisfa ction, the customer gets better value for her money and the dealer makes a larger profit.

¶ The difference in value in the United States between Standards and Early Junes is 15c to 20c per dozen, and between Early Junes and Sweet Wrinkl es 35c per dozen while in Canada the difference is only 2½c and 5c per dozen for our brands.

¶ Therefore the price for "Dominion Canners," "Early Junes" is only 2½c per dozen tins more than "Standards" and 5c a dozen more for "Sweet Wrinkles" than "Standards."

¶ Suppose you ask only 1c more for each tin of "Early Junes" your profit is 9½c per dozen tins over and above what you would make by selling "Standards" and by selling "Sweet Wrinkles" at a price of 2c per tin over "Standards" you would make a profit of 19c more than by selling "Standards."

¶ Our whole object in making this nominal difference in price is to encourage the consumption of the finer grades of Peas.

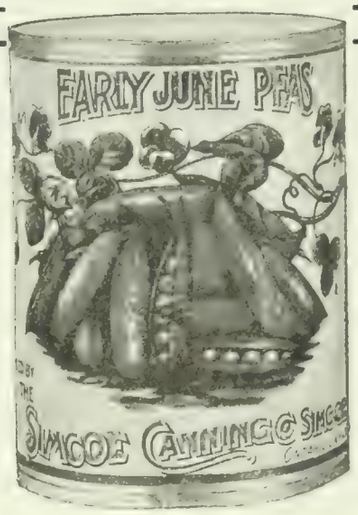
We shall be very glad to submit samples of labels and pack if you care to write us.

Note. Aylmer "Faultless" and Quaker "LittleGems"' Peas cost the same as "Sweet Wrinkles."

Place a sample order at once.

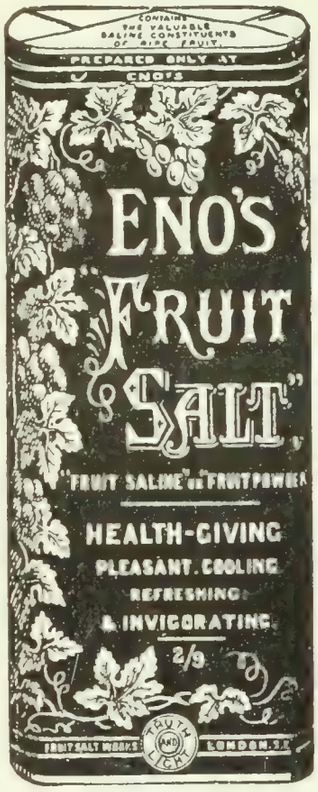
Dominion Canners, Limited

HAMILTON **CANADA**



Every Household and Travelling Trunk ought to contain a bottle of

ENO'S "FRUIT SALT"



A gentle natural aperient that stimulates the organs of elimination.

A delightful sparkling draught that children like, that invalids can safely take without fear of griping or weakening effects.

Travellers need this valuable preparation to prevent sea-sickness, train-sickness, and illness caused by sudden changes of water or climate.

If you suffer from Constipation, Biliousness, or Indigestion, the regular use of

ENO'S "FRUIT SALT"

will promptly correct the disorders and greatly improve your general health.

This world-famous aperient has been in use for forty years, and to-day stands unrivalled.

"It is not too much to say that its merits have been tested from Pole to Pole, and that its cosmopolitan popularity presents one of the most signal illustrations of Commercial enterprise to be found in our trading records."

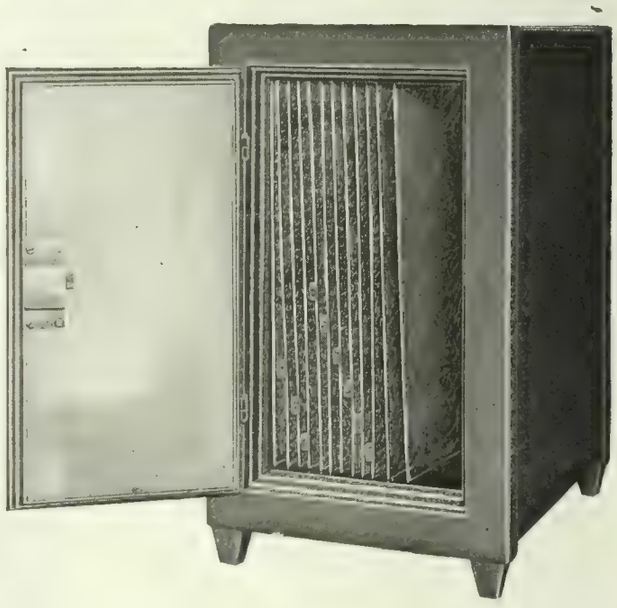
Sold by Chemists and Stores throughout the World

Prepared only by

J. C. ENO, Ltd., FRUIT SALT WORKS, London, S.E.

TWO AT THE PRICE OF ONE

Increase Your Profits Without Cost by using the Ullman Account Register and Safe

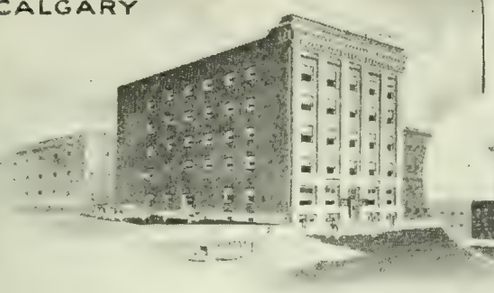


The only proper, speedy and safe means of handling credit accounts. The latest, simplest and best account register on the market. Disputes and arguments are prevented. Customers are satisfied. Buying and selling are put on a just basis for merchant and customer alike. Customers like to deal where the Ullman Register is used.

Hamilton Ideal Mfg. Co., Limited, Hamilton, Ont.

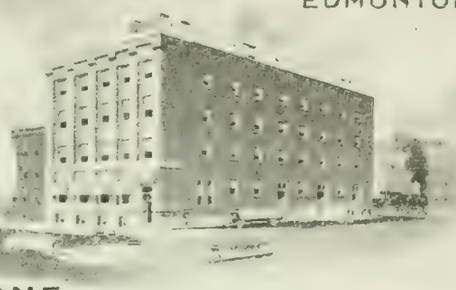
Toronto Office—482 College Street **Montreal Office—181 Bleury Street**

CALGARY



LETHBRIDGE

EDMONTON



CAMPBELL WILSON & HORNE
LIMITED

WINNIPEG

CAMPBELL BROS. & WILSON LIMITED
THE OLD RELIABLE HOUSE
ESTABLISHED 1882

PACKERS OF
ROYAL SHIELD
BRAND
OF GOODS

IMPORTERS
AND
WHOLESALE
GROCERS

SASKATOON

CAMPBELL WILSON & ADAMS, LIMITED.

REGINA

CAMPBELL WILSON & STRATHDEE, LIMITED

Wholesale Grocers and Importers

¶ We buy for cash and import all our goods direct.
¶ We roast all our own coffee and grind all spices and coffee we sell.
¶ We blend and pack all our own tea under the Royal Shield Brand.

¶ In one year ending April 1st, 1913, our sales amounted to **$8.320,561.44. ¶ These were the largest sales of any grocery company in the Dominion of Canada.**

Send a trial order to any of the above houses

Profits and Protection Go Hand in Hand with the Sale of Pure Gold Spices

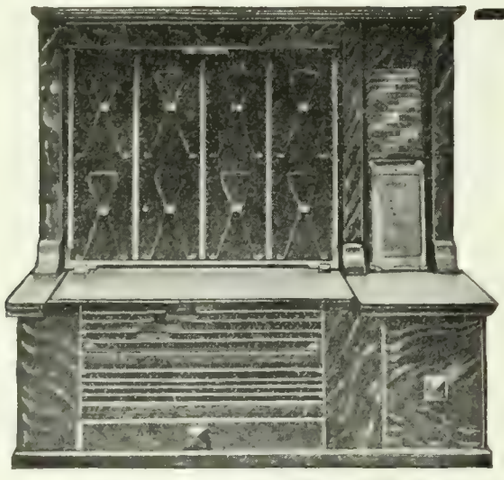
IF you are not selling Pure Gold Spices you are not availing yourself of the maximum of protection.

Pure Gold Spices have proven themselves to be absolutely pure. Then why risk alienating the confidence of your customers by selling spices that are not reliable?

Pure Gold Spices are positively guaranteed to meet all Government requirements.

The Pure Gold Mfg. Co.

TORONTO, ONT.



The Metal Leaves Of The Barr Account Register Are Always At One Writing Level—They Don't "Pile-Up"

No matter which leaf of the Barr Account Register you wish to work on, you always have it at the same writing level. The adjustable leaf which makes it possible to have this very desirable feature is used exclusively on Barr Account Registers.

A register with one writing level and index never covered, using a minimum floor or counter space—can you conceive of anything more convenient for any merchant? Then, too, you have in a Barr Account Register one that will handle from 100 to 1,000 accounts without any material difference in space—a register that does not require expensive additions with increased number of accounts a combine account register and filing cabinet.

All Your Bookkeeping At One Writing—Collections Are Made Promptly

With every purchase you can furnish your customer with an up-to-the-minute statement of account, thus avoiding any possibility of your customer purchasing beyond his or her ability to pay—you know, too, when their limit of credit is reached.

There is a feeling of relief which accompanies the use of a Barr Account Register in knowing that with the making-out of the purchase slip for the customer you have accomplished all bookkeeping. There is no necessity for day books, ledgers and monthly statements.

These are some of the labor and money saving features of the Barr Register—there are others equally as good that we wish to demonstrate to you—up-to-date features that mean much to you, Mr. Merchant. **Write us, or use the coupon to-day.**

BARR REGISTERS, LIMITED, Trenton, Ontario.

Gentlemen:

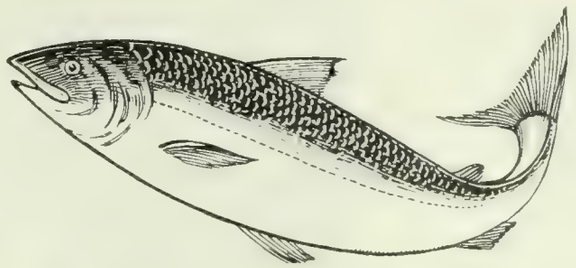
Please send us all the facts about the Barr Account Register, providing it places us under no obligation to purchase.

Name .....Street, Number .....

City .....Province .....

Anglo-British Columbia Packing Co., Ltd.

H. BELL-IRVING & CO., Limited, Agents, VANCOUVER, B.C.

Sockeye  Sockeye

SALMON

Buy—

SOVEREIGN BRAND

HOLLY LEAF BRAND

THE FINEST GRADE OF SOCKEYE SALMON

The Sauce Higher up

Brand's A1 Sauce is the sauce "higher up." It has held this high position in public favor by reason of its superb quality and zesty deliciousness.

Brand's A1 Sauce has been the table delight of thousands for over a century, and continues to give its delightfully appetizing zest to the plainest fare. **Brand's A1** Sauce is made of highest quality ingredients, and has been awarded THE GRAND PRIX at the Festival of Empire Exhibition, Crystal Palace, London.

Sell Brand's products and you will be the dealer "higher up" in sales and profits.

Brand & Co., Limited

Purveyors to H.M. the late King Edward VII.

Mayfair, - - London, Eng.

NEWTON A. HILL, 25 Front St. East TORONTO
H. HUBBARD, 27 Common St., MONTREAL
McLEOD & CLARKSON, VANCOUVER

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store —and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED

WALKER PATENTED BINS

Berlin, Ontario

REPRESENTATIVES:
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Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER CO., 138 Front Street, New York

A want ad. in this paper will bring replies from all parts of Canada.

The Continental Bag & Paper Company, Ltd.

OTTAWA

Exclusive Bag Manufacturers

Selling Paper Bags is only a part of our Service.

We make it a point to include Best Quality and Strength and Value in every Bag of our Manufacture.

Require your Dealer to supply only

CONTINENTAL "GERM PROOF" BAGS

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By Royal Letters Parent

NELSON'S
Crystal Leaf
GELATINE

Unrivalled in the kitchen, can be obtained from

W. G. PATRICK & CO.
LIMITED

St. Paul St., Montreal.
York St., Toronto.

Let us introduce your goods in the Western Provinces

Every day the great influx of settlers into the Western provinces—into the country, towns and cities, makes the West a much desired market. If you have not already introduced your lines in this part of Canada or are not satisfied with their introduction, allow us to offer our services.

Our head office is situated in the **Distributing Centre of Western Canada—Winnipeg**—where we arrange weekly pooled car accommodations to all points West, thereby greatly reducing the cost of shipping. We have fine warehousing facilities in the principal wholesale centres in the provinces of Manitoba, Saskatchewan and Alberta, with travellers covering the entire Western ground regularly. We have the facilities to introduce your lines right. Write to-day for particulars.

W. H. Escott Company, Limited

Wholesale Grocery Brokers—Commission Merchants—
Manufacturers' Agents and Warehousemen.

181-183 Bannatyne Ave., Winnipeg Canada

The only Essence that really retains the flavor, strength and fragrance of the best coffee is

SYMINGTON'S COFFEE ESSENCE

Your customers know this, and you will find a steadily increasing demand for our goods. Consistent up-to-date advertising fosters the regularly increasing sales.

ORDER YOUR STOCK TO-DAY

Thos. Symington & Co., Edinburgh and London

AGENTS:—Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver—Messrs. Shallcross, Macaulay & Co.

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458 NORTH THIRD STREET, PHILADELPHIA, U.S.A.

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Shoe Blackings — Shoe Dressings — Laundry Blues
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Electric Paste Stove Polish

FOR SALE BY ALL FIRST CLASS JOBBERS IN CANADA

CENTURY SALT

No chance for Impurities to get into CENTURY SALT

Every little detail from the pumping of the brine to the packing and loading is superintended with the greatest care. **Century Salt** is as pure as can be distilled. You give your customers **good** salt when you sell **Century.** We ship promptly.

THE DOMINION SALT Co LIMITED
SARNIA, ONT.

ADS AND SALES

By HERBERT N. CASSON

A Study of Advertising and Selling from the Standpoint of the New Principles of Scientific Management

Something in it for Every Advertiser, Advertising Manager, Corporation, Salesman, Sales Manager, American Business Man.

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Canadian National Exhibition

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Bond's Chocolates. Carson's Pastilles, Gums and Cachous.

Samples may be inspected at the stall in the Manufacturer's Building and all information obtained from

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Toronto.

QUALITY FIRST

has always been the motto of the Clark establishment and the enormous and rapidly increasing demand for Clark's PORK and BEANS is undoubtedly due to the care exercised in their preparation.

Cark's Pork and Beans

are your best sellers.
They are known and appreciated by the consumer.
They are advertised in a manner calculated to hold and increase your sales.
Prices to dealer and consumer are right.

CLARK'S ARE LEADERS

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Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

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Brantford Cold Storage Co.
LIMITED
Wholesale Produce Merchants
If you are in need of
HONEY
in any quantity write us for quotations
BRANTFORD, ONT.

Wire us for prices on Currants. We represent Mr. C. Ceroni, one of the best and most reliable packers in Greece.

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

Import—Export 'Phones { Office 2190 / Residence 1556
NORMAN D. McPHIE
MERCHANDISE BROKER
COMMISSION MERCHANT
MANUFACTURERS' AGENT
Handling General Grocery, Spice and Produce Lines
Federal Life Building
HAMILTON, - Ont., Canada

W. G. PATRICK & CO.
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Manufacturers' Agents and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

CONVENIENT, MODERN, WAREHOUSING
at Ottawa, tracks at the door, connection with steamers. Fireproof. Excise Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.,
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H. P. PENNOCK & CO.,
LTD.
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturers wanting live representatives.

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

Eastern Manufacturers Limited
Manufacturers' Agents,
Saskatoon, Saskatchewan.
Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established. 15 Years
Domestic & Foreign Agencies Solicted

HOLLOWAY, REID & CO.
Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

The Condensed Ad. page will interest you

When writing advertisers kindly mention having seen the advertisement in this paper.

WESTERN PROVINCES—Continued.

NORTH-WEST SPECIALTY CO.
Manufacturers' Agents
Cover Saskatchewan completely. All large centres visited monthly. Open for agencies for all kinds of Store Fixtures and Specialties. Warehousing facilities.
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Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
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P.O. Box 1812.

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and
GROCERY BROKER
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WHOLESALE GROCERY BROKERS
and
MANUFACTURERS' AGENTS
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Winnipeg - Canada

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
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Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines, Domestic and Foreigh agencies solicited.

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Will be pleased to discuss with agents or manufacturers of Bakers', Butchers' or Grocers' specialties, the introduction of their lines to the Prairie Provinces—we go direct to the trade or through the Jobbers.
Dealers in High Class Produce and Provisions.
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Grocery Brokers & Importers.
"Eiffel Tower Lemonade."
"Foster-Clarkes Cream Custard.

Manufacturers' Agents and Brokers' Directory

(Continued.)

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
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Can give strict attention to a few first-class Grocery Agencies. Highest References.

O'Loane, Kiely & Co., Ltd.
WHOLESALE GROCERY BROKERS
CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY
We cover British Columbia and Alberta
Head Office - - Vancouver, B.C.
Reference : The Bank of Montreal.

C. E. DISHER & CO.
WHOLESALE GROCERY BROKERS AND COMMISSION AGENTS
CANNED AND DRIED FRUITS, BEANS, SALMON
Victoria VANCOUVER, B.C. Calgary

The CAMPBELL BROKERAGE CO.
Manufacturers' Agents and Commission Brokers.
We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.
857 Beatty Street . Vancouver B. C.

STUHR'S
GENUINE CAVIARE,
ANCHOVIES IN BRINE
(Salted Sardols).
In Tins and Glasses.
"Please ask for our offer"
C. F. STUHR & CO., HAMBURG.

OAKEY'S
The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

SHIP YOUR CARS TO
FERGUSON'S SIDING
Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.
FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.
We have records in our vaults covering ten years' satisfactory service.

The CHAMBERLAIN-DOWNEY
Company, Limited.
Wholesale Jobbers & Manufacturers' Agents.
Grocery, Confectionery and Tobacco Specialties.
Correspondence solicited on Domestic and Foreign Lines.
TRACKAGE AND WAREHOUSE,
1214 Homer Street, Vancouver, B. C.

E. O. CORNISH
COMMISSION AGENT
Canned Goods a Specialty
821 Pender St. W., Vancouver, B.C.

McCANN & LANGFORD
Winch Building Victoria, B.C.
Manufacturers' Agents and Commission Brokers.
We can give special attention to a few good agencies. Anything we handle we push
References: Bradstreets, Royal Bank, Union Bank.

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T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

When writing advertisers kindly mention having seen the advertisement in this paper. : : : :

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contains no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you.
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

are a simple but effective remedy in all forms of headaches—a remedy which every merchant can recommend as a quick and sure cure.

Try *Mathieu's Nervine Powders* yourself at our expense as per coupon attached, if you don't know them and are a sufferer from headaches.

As a remedy for colds and bronchial troubles Mathieu's Syrup of Tar and Cod Liver Oil has become famous and this sister preparation —Nervine Powders—is rapidly winning its way.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:
Name .....
With (Name of firm) .....
Street .....
City or town ..... Prov. .....

Tartan BRAND

THE SIGN OF PURITY

"TARTAN Salmon is the highest grade of fish packed. If you want a real trade winner, book up with our travelers for Fall delivery at the lowest price issued in many years.

TARTAN Brand Fruit and Vegetables as far as packed are the finest we ever opened.

Our Travellers have full particulars of all fall goods, Mediterranean Fruits, etc.

TARTAN Brand Spices, Extracts, Jelly Powder manufactured by us of highest quality. Full assortment of Wagstaffe's Jam and Imperial Golden and Silver Grain Vinegar.

When in a hurry for goods, 'phone us and experiment with us. We are the original quick shippers."

BALFOUR, SMYE & CO., Wholesale and Manufacturing Grocers **HAMILTON**

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations

272 Pages Bound in Cloth

ANOTHER NEW BOOK

By FRANK FARRINGTON

A Companion book to **Retail Advertising Complete**

$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—**The Store Policy**—What it shonld be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1.00. Keep the book ten days and f it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO

BUY

STAR BRAND

Cotton Clothes Lines

AND

Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers

SEE THAT YOU GET THEM

A Seasonable Line

OUR NEW

Sandwich and Salad Olive

all ready for the table

Pimento Stuffed
Celery Stuffed
Plain Pitted

in salad form

Ask your wholesaler for this 8 oz. bottle.
Retails at 25c.

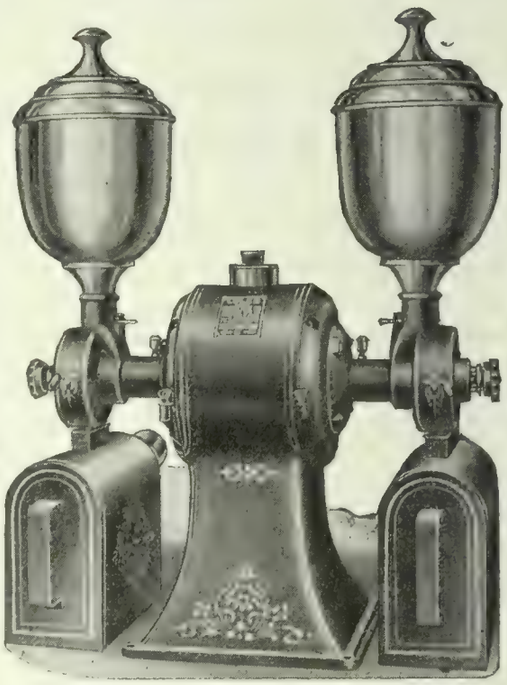
Gorman, Eckert & Co.
LONDON, ONTARIO

Western Selling Agents:
MASON & HICKEY, Winnipeg

More Than Ever in a Class by Itself

One of our 12 new models. Wouldn't it be a good idea then to look into the Coles? It ranks with the best and meets your price. 26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO.
1615 North 23rd St. **PHILA., PA.**

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

CARTONS

St. Lawrence Granulated

The Canadian Standard of quality.
Packed in both 2 lb. and 5 lb. cartons.

BUY
"Redona" and "Matador"
SHELLED
ALMONDS

The most popular amongst the Grocery and Confectionery Trades

COSMELLI & COMPANY

Packers and Shippers of the well-known Red "C" and Red "B" Fruit Pulps.

Monument Buildings, London, England

D. & J. McCALLUM
PERFECTION
SCOTCH WHISKEY

is known throughout the Canadian trade as the finest flavored Scotch on the market. It hasn't that smoky flavor of most Scotch Whiskies. It represents customer satisfaction and good profits.

Wm. E. McIntyre, Limited
23 Water Street, St. John, N.B.
GENERAL AGENT

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A Study of Advertising and Selling from the standpoint of the New Principles of Scientific Management.

By Herbert N. Casson.

An Invaluable Book for the Manufacturers, Sales Managers, Salesmen, Etc.

This is the first book which has attempted to apply the principles of Scientific Management to the Problems of Sales and Advertising.

Cloth-bound, Limited Edition, 167 pages.

Sent Postpaid on Receipt of $2 to any Address.

Technical Book Department

MacLean Publishing Co.

143-149 University Avenue, Toronto

Preserves That Smack *of the* Fresh-From-Tree, Bush *and* Vine Flavor

Cairns' Jams, Jellies and Marmalades are True British in quality and have satisfied the demands of the better trade, including the Royal Household, for many years. Cairns' products are guaranteed absolutely to be as pure and of as fine flavor as the best known facilities and careful handling can make them.

They please the better trade.

ALEXANDER CAIRNS & SONS
PAISLEY, SCOTLAND

Canadian Agents:— SNOWDON & EBBITT, Montreal. McLEOD & CLARKSON, Vancouver.

PROFIT

There is more in **JAPAN TEAS** than any other kind. Consignments of new crop (owing to its excellent quality) are picked up immediately on receipt of shipping samples.

FURUYA & NISHIMURA

PURE STRAWBERRY JAM
CHIVERS' QUALITY

We are in a position to protect you for your requirements in Strawberry and other Jams, either immediate or future delivery, and can supply you with CHIVERS' QUALITY.

Do not buy the first jam offered you, thinking you will not be able to secure your supplies. We can protect you, and besides guaranteeing delivery we can save you money and give you CHIVERS' Quality.

Our bookings are quite heavy owing to the complete satisfaction given by CHIVERS' goods in the past. Get in touch with our travellers or write us direct and take advantage of our SPECIAL 1913 INTRODUCTORY OFFER ON CHIVERS' LINES.

FENWICK, HENDRY & CO.
Manufacturing Wholesale Grocers
KINGSTON, ONTARIO

RED RIDING HOOD BRAND

5 lb. SLIP TOP CAN

5 lb. SLIP TOP CAN

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta—W. H. Dunn, 396 St. Paul Street, Montreal.
Toronto—Lind Brokerage Co., 47 Wellington St. E.
Ottawa—E. M. Lerner & Sons, 11 York Street.
British Columbia and Yukon—Kirkland & Rose, 312 Water Street, Vancouver.

The always reliable in results-"COW BRAND"

No other soda on the market is so well known by the good housewife as is "Cow Brand." It is famous for its absolutely sure results, its strength, its purity. Recommend it to all.

Stock up, Your jobber has it.

CHURCH & DWIGHT
Manufacturers **LIMITED**
MONTREAL

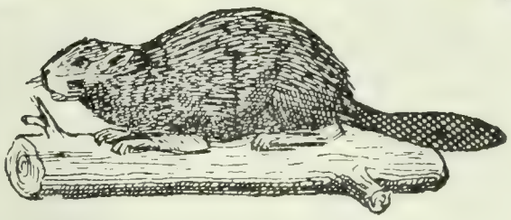
The Acme of Perfection in Cigarette Making

MASPERO

THE PERFECT EGYPTIAN CIGARETTE

is packed in different shapes and sizes, to suit all tastes.

Sold by all the wholesale trade.



"Beaver" Brand Finest Quality Valencia Raisins

are of a special fancy quality, and are sure to please the most particular of buyers. If you have not handled BEAVER—give them a trial this year.

Packed by MAHIQUES, DOMENECH & CO.
Denia, Spain

Agents:
ROSE & LAFLAMME, Limited
Montreal and Toronto

An Invitation to the Canadian National Exhibition

You are cordially invited to visit our Stand in the Manufacturer's Annex, south-east section (under Grand Stand), at the Canadian National Exhibition, Toronto, August 23rd-Sept. 8th, where an attractive display will be found of OCEAN BLUE, GIPSY Stove Gloss, LINOLEO Floor Wax, etc., etc.

Our chief representatives will be in attendance to put up a proposition which is worth your while enquiring into. If you are visiting Toronto, make a note to call upon us.

HARGREAVES (Canada), Limited
33 Front Street E. TORONTO.

Tea Hints for Retailers

By John H. Blake

This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects:

The Tea Gardens of the World
Tea from Seed to Leaf
Tea from Leaf to Cup
The Tea Marts of the Orient
How to Test Teas
Where to Buy Teas
Is it Wise to Place an Importation Order?
Bulk versus Package Teas
HOW TO ESTABLISH A TEA TRADE
Tea Blending

(275 pages) (24 full-page Illustrations)

Sent to any address on receipt of $2.00

MacLean Publishing Company

(Technical Book Department)

143-149 University Ave., TORONTO

After a tiring day of sightseeing at the Canadian National Exhibition—what could be nicer, more comforting, and refreshing—than a cup of delicious

KIT COFFEE

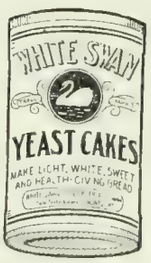
Made in a moment—and so good and sustaining. Recommend "Kit" to your customers. They will appreciate your thoughtfulness.

KIT COFFEE CO. Govan, Glasgow

ALEX. TYTLER, Temple Building, London, Ont
W. H. LYNE USHER, 270 South St., Halifax, N.S
KIRKLAND & ROSE, 312 Water St., Vancouver, B.C. G. C. WARREN, Regina, Sask.

FREDERICK E. ROBSON & CO., TORONTO

White Swan



Yeast Cakes

raise the dealer's profits and sales because they always raise the housewife's bread evenly. She can always depend on having a good batch of bread when she uses **White Swan Yeast.** Every package is guaranteed.

Order from your wholesaler or direct.

"Surity of Purity"

WHITE SWAN SPICES & CEREALS LIMITED
TORONTO ONTARIO

A ROYAL TEA HOUSE

The United Kingdom Tea Co. are now starting to open up Agencies in all Towns and Cities of Canada, with only ONE HOUSE in each place that will control this TEA. Apply now to Kirkwood & Sons, 176 Dupont Street, Toronto. U. K. TEAS are put up mixed and black, in ½ pound packets; each case contains 30 lbs. Terms 60 days, freight allowed on 5-case lots from stock in Toronto.

30 cent quality will cost you	23 cents
40 cent quality will cost you	26 cents
50 cent quality will cost you	32 cents

Figure your profits and compare with other Package Teas.

In one sense this may be said to be a Royal Tea House. The United Kingdom Tea Company, Ltd., London, England, hold Warrants of Appointment to H.M. King George V., and H.M. Queen Alexandra, H.R.H. the Duke of Connaught, and others of the Royal Family; and are, likewise, Tea Merchants to both the House of Lords and House of Commons. The Company's tea is regularly supplied in the hotels and restaurants of the London and North Western Railway Company, the Great Western Railway Company, the Great Northern Railway Co., and the Great Eastern Railway Co., in upwards of three thousand other hotels and institutions, in numerous clubs, colleges, schools and hospitals, and to many of the canteens and messes of the Army, as well as to thousands of customers all over the world. The directors are Messrs. C. E. Ayshford, C. V. Henderson, and J. H. Morphew, and the continued success of the house is primarily due to these gentlemen, supported, as they are, by a picked staff, like themselves, of practical men. A long list of gold medals and awards carried off at great exhibitions attest to the value of the Company's output. There are branches at Dublin and Bombay, and Continental depots at Paris, Vienna, Berlin, Milan, Bucarest, and Galatz, whilst agencies exist in almost every part of the civilized world.

SYMINGTON'S SOUPS

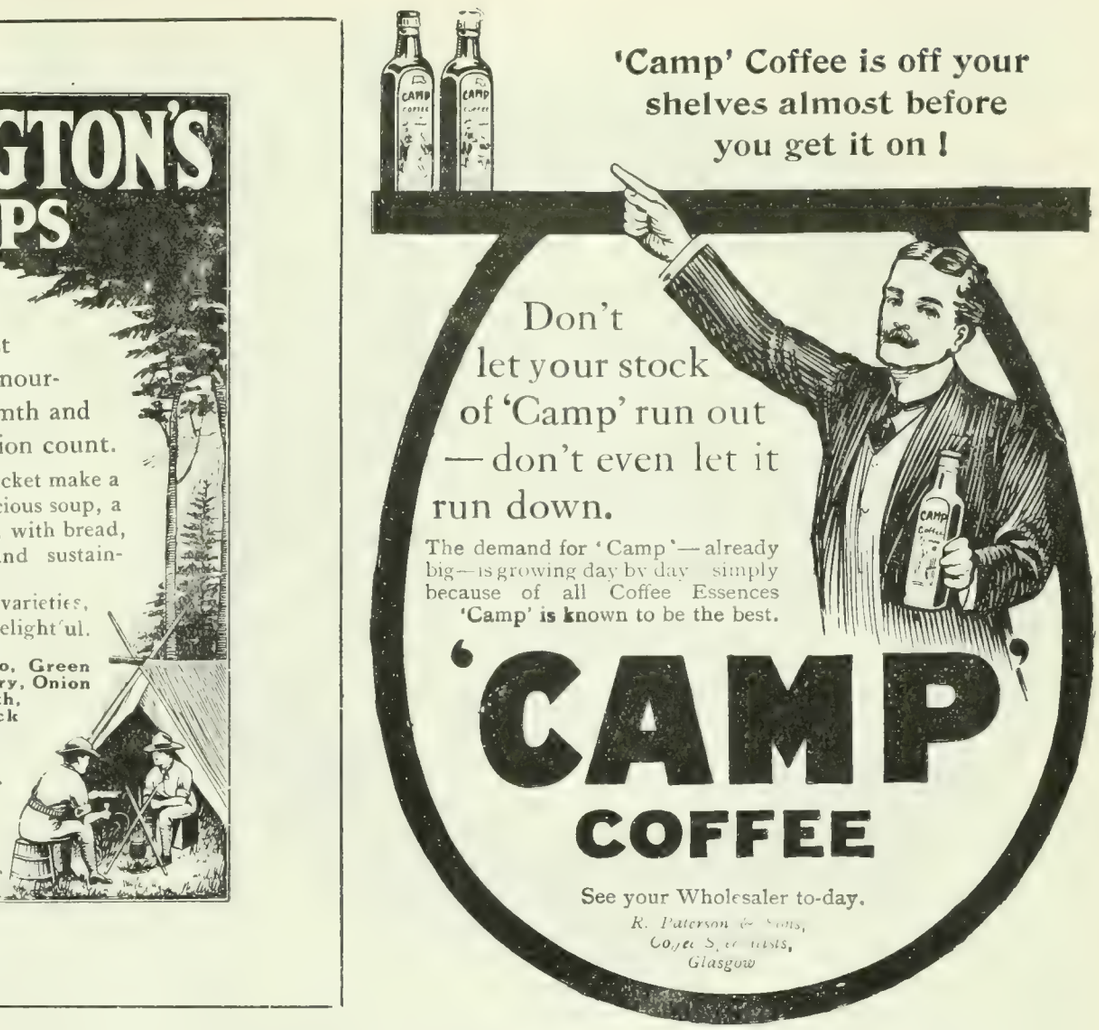
are just ideal where nourishment, warmth and ease of preparation count.

Contents of one packet make a quart of rich, delicious soup, a plateful of which, with bread, offers a delicious and sustaining meal.

There are eleven varieties, each distinctive, each delightful.

Mulligatawny, Tomato, Green Pea, Lentil, Pea, Celery, Onion Ox Tail, Scotch Broth, White Vegetable, Mock Turtle

Canadian Agents:
F. E. ROBSON & CO.
Limited
26 Front St. E., Toronto


'Camp' Coffee is off your shelves almost before you get it on!
Don't let your stock of 'Camp' run out — don't even let it run down.
The demand for 'Camp'—already big—is growing day by day simply because of all Coffee Essences 'Camp' is known to be the best.
'CAMP' COFFEE
See your Wholesaler to-day.
R. Paterson & Sons, Coffee Specialists, Glasgow

Old and Young enjoy Canuck Rolled Oats equally.

The high quality of this wholesale food commends it to all classes. It will build up your trade and profits.

Order a supply now from your wholesaler or direct, and be prepared to meet the demand.

Put up in two sizes:

Premium, or 25c. size, 12 packages to the case.
Regular, or 10c size, in cases of 36 packages; or half cases of 18 packages.

The Chisholm Milling Company, Limited

Toronto

One Quality Always and That the Best

Mustard, the staple condiment, to be good must be the Right Brand and properly prepared. Inferior quality materials are never used in the preparation of

COLMAN'S MUSTARD

OR

KEEN'S MUSTARD

IN SQUARE TINS

They are always uniform in quality and flavor and of superior strength. The trade demands the best; these brands supply it.

Magor, Son & Co., Limited

Agents for the Dominion of Canada

403 St. Paul Street, Montreal

Toronto Office, 30 Church Street

AS CANADA GROWS

There are so many newcomers to Canada, Mr. Grocer, that the depletion of other countries is causing alarm.

These newcomers should be good customers for the oldest and best food-products of Canadian manufacture.

So that when a new customer opens an account with you, you should not hesitate to recommend these 50-year Canadian food-standards.

CROWN BRAND CORN SYRUP

AND

BENSON'S PREPARED CORN

For handy, quick and easy cooking they can't be beaten and your customers can obtain a book of delightful recipes by just dropping us a card.

Why not suggest this?

THE CANADA STARCH CO., LIMITED

Manufacturers of the EDWARDSBURG BRANDS

Montreal Cardinal Toronto Brantford Calgary Vancouver

More Merchants' Views on Loss-Off System

Tamworth, Ont., General Dealer Has Been Buying on This Basis for Years—Educated His Customer to Sell Good Eggs Only—A Question of Morality, He Maintains—Another Merchant Has Difficulty When Applying New System.

By A. B. Carscallen, Tamworth, Ont.

I read the article in The Canadian Grocer of August 29 in reference to the loss-off basis of buying eggs.

I am a country merchant, and have been buying eggs from the same farmers for twenty years, and have never knowingly taken stale or bad eggs from my customers during that time. The result has been that my eggs have been above the average as to quality, and I have been able to secure the highest market price. This enabled me to pay the highest price going and still have a margin.

I have had difficulties in culling eggs. I have had customers say that they would never deal with me again when I put the stale and bad eggs back in their pails or baskets. I usually ask them if they have any other grievance; if not, I thank them for past favors, and tell them that I have no apologies to make, as I will not buy anything that I cannot conscientiously offer for sale. Customers sometimes leave me for a while, but I cannot call to mind one instance where they have not come back, and when they do come back they stay.

My idea of human nature is that the persons who will knowingly accept money for stale or rotten eggs, or any produce that they would not eat themselves, is invariably suspicious, and expects that when you have knowingly given them something for nothing that you will eventually take it out of them on something else. The consequence is that the merchant who will not countenance their dishonesty usually gets their money and good eggs.

Advocates Loss-off System.

I heartily approve of the loss-off basis of selling eggs. It will force the easy-going merchant to educate his customers to take care of their eggs and market only the good ones. The result will be that the honest farmer will get more for his eggs, and the merchant will not be compelled to take commission house prices if they are not satisfactory, as he will then be in a position to guarantee the quality of his eggs and can sell direct to reliable retail grocers in the cities.

The old system of buying eggs—case count—was placing a premium on dishonesty.

Honest Producer Lost.

The dishonest producer thought be was beating the merchant. The merchant consoled himself with the idea that the commission house or wholesaler was the loser, but the actual loser was the honest farmer who would not stoop to offer rotten eggs for sale.

The Egg Dealers' Association have taken a step in the right direction, and if the merchants co-operate with them rotten eggs in the market basket will soon be a thing of the past.

If we merchants buy only good eggs and pay the top price for them, we need not fear opposition buyers from any source who buy stale or rotten eggs.

Grade Butter Similarly.

I look upon the loss-off basis of buying eggs, adopted by the Egg Dealers' Association, as a protection to the merchants who buy only good eggs, and I am looking forward to the time when some enterprising association or individual will devise some system which will compel country merchants to grade butter and pay for it according to quality.

Herewith are two more letters from country merchants on buying eggs on the new system of paying the producer according to quality. One dealer declares that he has been buying eggs for twenty years on this basis and has lost little, if any, custom. Another, in attempting to enforce the loss-off basis has lost many of his old customers who are now selling to the representative of a commission house who apparently pays for all eggs.

Without doubt, eggs according to quality is the correct procedure, just the same as any other foodstuff. The success of the system depends on the enforcing of it. Let us hear from other dealers on this question. Express your views and exchange them with others. What is your system?

EXPERIENCES OF ANOTHER.

By an Ontario Merchant.

On reading the account of another grocer's troubles with the loss-off system, I thought I would give my own.

I have worked the egg business along with my grocery business for years. I was not working on commission, but as an independent, shipping to the man who paid the best price, case run, f.o.b., at my station. My main opposition is a man buying on commission. I bought from other stores and paid them 1 cent a dozen over the buying price, making on an average of ½ cent. on these eggs, a small commission, but enough, as I got my money back from the bank on a sight draft as soon as eggs were shipped. On the new system we cannot get our money back in much less than a week, and when you do, and get your statement saying there are so many bad, so many gallons cracks, etc., you very naturally say to yourself: "Have they been honest with me or are they rogues?"

How to Change Plans.

I found in the end I had to quit buying from other stores and only ship my own eggs, but what of the commission man? He takes half of my customers, and another commission man from a town five miles away takes the other half, and goes on taking my business. When approached by the farmer and other grocers on why I cannot buy eggs as I used to do, they say, "O, we have a better firm. It guarantees us 1 cent a dozen on all eggs bought." Yet this firm is one of the main firms in Montreal to cry out for strictly fresh eggs.

How can a strictly fresh egg get to Montreal on the new system when they must not be over 4 or 5 days' old? We will say that the hen lays the egg on Monday; the farmer brings it in on Tuesday. We ship Wednesday. Thursday and Friday takes it to Montreal, and Saturday it is taken to the buyer, where ten chances to one it lays until Monday before it is candled.

Ship by Parcel Post.

From my point of view the farmer will have to ship his eggs by parcel post direct to Montreal every night, or else box the hens up and send them down there in time for them to catch the eggs as they drop.

If you want to drive your trade to the other store, start telling some real honest farmers that their eggs are bad. You will then be the "meanest sneak" in the country, and you can explain from now till doomsday and you won't make the farmer believe you are not making big money on your eggs.

Get us all on the same ground and then everything will be fair.

Getting The House Cleaning Trade

That the autumn house-cleaning trade will soon begin can be seen from occasional displays in windows and store interiors of the goods required for this work.

If the window is working overtime with fruit just now the season will be waning in September when house-cleaning goods should be brought to the front. In the meantime an interior display should be helpful. These are splendid lines for the small town and country merchant to handle.

In two previous articles on the lines that could be handled profitably by the grocer for fall housecleaning, mention has been made of ammonia powder, liquid ammonia, cleansers of various descriptions, stove polishes, paint cleaners, brushes, both for the kitchen and hardwood floors and furniture, mops, and a line of chemically treated-"dustless"-cloths that are becoming quite popular, but have not been kept, so far, by the majority of grocers.

It should be understood, of course, that displays of housecleaning stocks were not suggested for August when the fruit and pickling "bees" were at their height. "Everything in its season," is a necessary condition of nearly all successful campaigns. The idea underlying these articles simply is, "In August prepare for September." Be ready to launch out the moment the housecleaning epidemic breaks out. All the better if you can anticipate it by a day or two, for you will be ahead of your rival and already in possession of the field.

An Effort That Pays.

In consulting a number of merchants, Canadian Grocer found that possibly half were accustomed to push the sales of housecleaning goods, and in every case this extra effort resulted in largely increased business. Why should it not, when this effort was directed along the natural lines of demand?

One grocer described a window display he used thus, "In the centre, near the front, I made a pyramid of soap, and on each side a tier of cleansers, with packages of lye around them. Farther back I ran a clothes line across and used the white lining of sugar bags for clothes, sticking in pegs to make it look more real. Then, scattered around, I had different kinds of powders, scrubbing brushes, wash boards, mops, mop sticks, etc., and a line of brooms across the back of the window, all so arranged that the exhibit rose gradually from the front to the back of the window.

"It helped a whole lot," he added, in summing up the selling power of this display.

Broom Stand in Doorway.

As a simple but none the less successful expedient, one grocer mentioned a stand in which he set a dozen brooms and placed them in the doorway. They were thus a constant reminder, and he estimates that his sales have been increased above the normal by 100 per cent.

Here too, "it helped a whole lot."

Still another grocer used his window to show prominently ammonia powders, brushes, brooms, stove polishes, soaps, etc. He too made use of clothes lines as suggestive articles. He added, here and there, cuts and advertising displays sent out by manufacturers, and felt it brightened up his window and preached a lesson too. This sort of display, he declared, "helped considerably."

Interior Display That Sold Well.

Still another merchant who preferred to use his windows for other goods, sets up an interior pyramid of housecleaners, and includes black lead, stove brushes, etc. This serves as a constant reminder to his regular customers whenever they visit his store and larger sales are his.

Capitalized A "Spite Fence."

That opportunities hang from every tree is undoubtedly true if we can only see them. Here is an instance to show how one grocer recognized in what he terms a "spite fence" a valuable medium for selling brushes, mops, wash boards, etc.

Next door to this dealer, whose store is in Toronto, is a barber. One landlord owns the two stores. Grocer and barber were on quite friendly terms until one day when the former was away the latter "buttonholed" the landlord and got him to put up a partition in the front between the two doors. The suspected reason was that the barber was anxious to carry on a little "game" occasionally, unobserved.

Be that as it may, the grocer decided to utilize the "spite fence." He got a few hooks and rings and soon had a showing of brushes, woodenware, etc. Everyone entering the store must see the display. It has, he says, doubled the sales of these articles which previously were carried in the warehouse or some other obscure place.

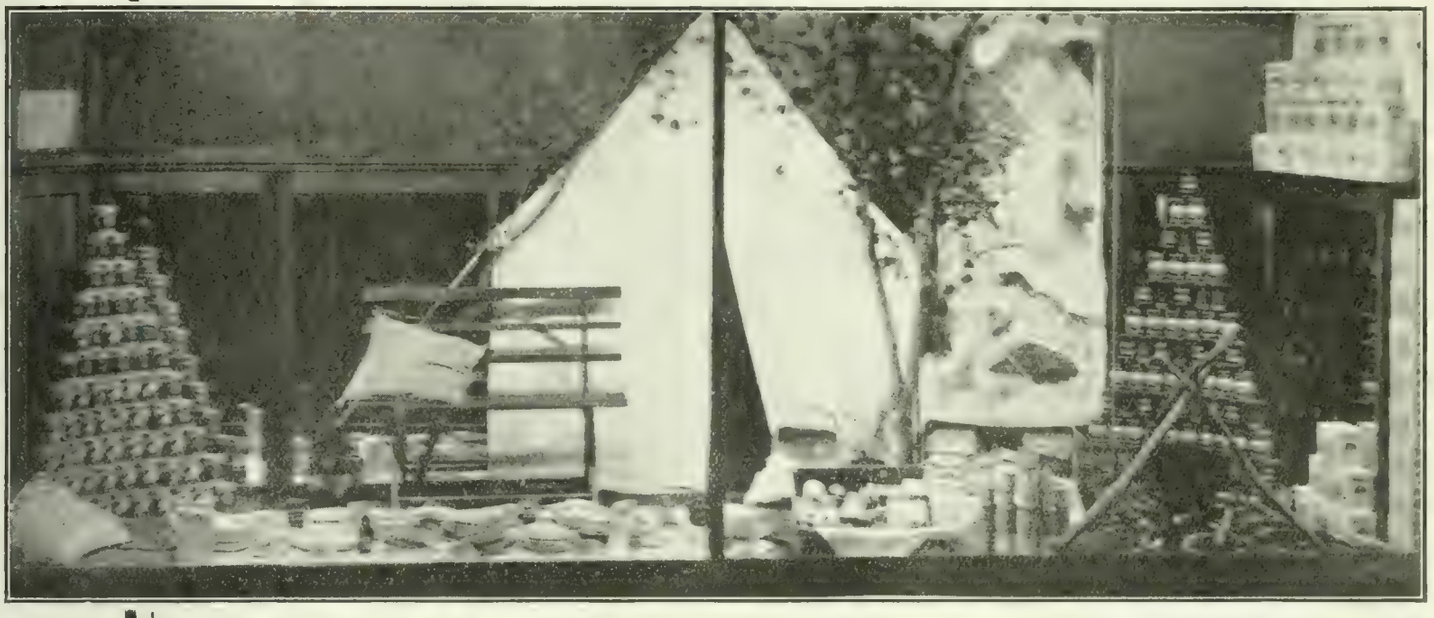
Good Lines For General Stores.

Some may think, as some have indeed, told Canadian Grocer that lines of brushes and cloths for rooms other than the kitchen, belong more to hardware stores, or special houses. Whatever force there is in this argument for a few of the largest cities, it certainly cannot apply to the smaller ones, and the towns and villages. In these places the business is not so finely specialized and much of this trade is waiting for the grocer: will be his for the mere invitation.

Stock up these goods and display them in due season as you would your other lines, and you will find, as others have done, that "it has helped a whole lot."

This is the third article of the series. First two appeared in issues of Aug. 15 and 22.

Increasing Summer Sales by Display



Third prize window, Class 2, in Canadian Grocer's Summer Goods Window Dressing Contest. This was trimmed by Gordon E. Underhay, with the Craig Co., Ridgetown, Ont

Enthusiasm among the salesmen in small town-stores for window display has already been indicated in the trims made by Bruce McDougall of Ingersoll, Ont., and E. W. Watling of Chatham, N. B. It is again illustrated in this display of Gordon E. Underhay, with The Craig Co. of Ridgetown, Ont.

Mr. Underhay has depicted in an attractive style the connection between summer seasonable goods and the camping season. In the background is a tent and a number of ferns shaded by trees and foliage.

The hand-painted panel of outdoor scenery gives the whole a "campy" and natural appearance. A table is spread on the floor in front of the tent, the cloth being made of green lining. This is covered with plates, cups and saucers and other chinaware and here and there are pickles, olives, sandwiches, cakes, biscuits, canned goods, etc.

A wooden seat and a camp fire over which hangs an old-fashioned iron pot, giving it a rustic appearance, adds to the realism of the entire display.

By winning the third prize in this contest, Mr. Underhay receives a prize of two dollars.

A Lecture on Practical Side of Card Writing

Wallace G. Hess, well known as a leader in the art, addresses the C.W.T.A. convention and gives a number of practical hints—How work can be simplified and expedited—The best materials to use.

A feature of the recent convention of the Canadian Window Trimmers' Association was a lecture by Wallace G. Hess, of Chicago, on card writing. Mr. Hess is a recognized authority on the subject, being a card writer of note himself.

Although it was planned that Mr. Hess should take the floor at ten-thirty on Tuesday morning, it was not until an hour later that he began his address and demonstration in which he gave the boys some of the best ideas, both theoretically and practically, that it had been their good fortune to get since the days when they first began to wield the artist's brush.

In opening he remarked that he intended through the course of his lecture to criticize any cards of those exhibited which he thought were worthy of mention, and stated that he hoped no one would feel hurt by any remarks he should make as it was a question whether a constructive or destructive critic does the most good.

A successful publicity man, he continued, must first obtain a good grasp of the English language. This was one of the prime essentials and no man could afford to neglect it no matter how much he thought he knew, he would still have something to learn. He referred to the "Correct English" magazine which was published in the United States, and said that it was an excellent thing for the brushing-up of anyone's English.

Mr. Hess states that show card writing came from England, and about forty years ago it first made its appearance in New York. The English are masters of the air-brush and for the greater part are superior at pen and brush lettering.

He states that throughout France, and the Republic to our south, they are almost without exception demanding the small lettering. No person wants a card that may be read across the street. The windows on one side of the street are enough for passers-by to observe at one time. The small pen lettering is therefore by far the most popular, both for sale or high-class display cards.

For small lettering, Mr. Hess pointed out the advantages of the Leeman music pen over all others. This pen derives its name, not as some people thought because it made a noise when in use, but because it is used by music writers. The music pen may be swung around a corner which is almost an impossibility with a Soenecken pen. The speaker also drew the attention of those present to the fact that the music pen must be pulled down and not up. The Soenecken pens for some purposes are preferred to the music pens. In order to get a Soenecken pen flexible it should be very carefully handled and this method was thoroughly explained.

Mr. Hess thoroughly explained the work of suit case lettering and advised for the purpose the use of the Soenecken pen for the smaller, and camel hair brushes for the larger letters, with a waterproof ink. These brushes, he explained, should be well cared for and washed off with turpentine. Great care should be taken with the cloths that are used for drying these. They should be kept in a galvanized iron box because if they are left lying around in contact with wood or paper they are liable to cause a fire.

To the beginner of card writing the speaker gave good advice upon how to go about his work, and in this he brought out many points which, while intended for the beginner, were of great value indeed to many who had had long experience.

The card should be laid out in neat form, long words should be substituted for short ones, and vice versa where it is necessary to give lines a neat or uniform appearance.

Much time is saved by the use of stencils for laying out the card. An assortment of these will always come in handy to the card-writer.

Large price cards are not necessary, nor should a great deal of reading matter be put on a card, but care should be taken to give sufficient wording that it may have body.

Lower case letters are used considerably the most by the best card writers. Much advertising is done in lower case type, and the show card is to a great extent in conformity with it.

Letterine is the best coloring to use, although distemper colors are excellent.

Mr. Hess strongly recommended the use of guide lines when more than one letter was necessary for a card. In the accompanying cuts, which he discussed at considerable length with the boys, it will be noticed that along the margin are marks which are intended to be joined to form guide-lines.

Fancy decorations add considerably to the appearance of a card and particularly a small corner decoration. Germany manufactures many of these and a number of American and Canadian card-writers use them, but there are American firms who manufacture these and which are a great deal more satisfactory than those from over the water.

Air-brushes to give good results should be clean. It is in this that many air-brush workers fail to produce the best results from their efforts.

Ideas for cards should be sought for in many sources, they may be copied from any source except the opposition store windows.

Diploma lettering is productive of good returns, and a card-writer who has some idea of really artistic lettering would get a great deal to do.

The law of averages applies to the art of card-writing as it does to any profession. Some men will make it a success with little work, while others will find it necessary to work harder. One of the prime essentials of the publicity man is a knowledge of proper English. Any man who uses "ain't" is not an advertiser and should be ostracized from the profession.

HESS PEN STRIKES.

You've got to come to pen lettering to hold a job to-day.

Don't stick to card writing alone. Add to it window trimming and advertising.

"Amatuer" on a show card is not only a disgrace to the writer but an injury to the store.

Card writers in the big stores stick to "lower case" letters like people get in the newspapers.

No man who uses "ain't" has a right to teach another man advertising. Seek to improve your English.

Show card writing came to New York from England forty years ago. You can't touch the air-brush work of London.

There is no more reason why a man should become a skilled card writer than a great surgeon or anything else. The "law of average" applies.

"Careful and intelligent" practice, not practice alone, makes perfect. You've got to use your head.

Sign painting and card writing do not necessarily go together. I loathe the odor of turpentine.

Charts used by Mr. Hess for card writing.

The CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

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London—88 Fleet St., E.C. Telephone Central 12960. E. J. Dodd.

Subscription: Canada, $2.00; United States, $2.50; Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, SEPTEMBER 5, 1913

CORN SYRUP GOES UP.

As was anticipated in recent issues of Canadian Grocer, an advance has taken place on corn syrups. This is one-quarter of a cent a pound on bulk and 10 cents on a case.

The advance in price was due to the poor corn crop this year in the United States. Not only has corn syrup gone up, but also corn starch and cornmeal, all due to the one cause. The crop shortage has been caused by the drouth in the central and Western States. Lately, rains have been more frequent and will probably help some, but there is little hope for any great yield.

The price since the advance is 5 cents per case below one year ago whereas price in bulk is the same.

COURTESY SAVES MONEY.

Courtesy in business letters is frequently of considerable assistance to the dealer.

A case in point occurred some time ago in which one dealer, through being courteous in a reply to a letter from a wholesale house, saved some money, whereas another, through an attempt to force the wholesaler, lost the same chance.

It happened this way. Sugar had advanced 10 cents per cwt. on a certain Saturday. On Monday the traveler of the wholesale firm called on two of his customers in his residential town informing them of the change. He offered to take their orders at the old rate and each signed for a carload. This method, of course, is not supposed to be the one in vogue, but at any rate the orders were given, and taken by the traveler on this basis.

The salesman's letter did not, of course, reach his house until Tuesday. The wholesaler, therefore, in sending the invoice made it out at the advanced rate. Each merchant naturally sent in a letter stating that the order was given at the lower rate. But one used strong language. He absolutely refused to pay for the sugar; the traveler had made the price and the house would have to stick to it, etc., etc.

The other pointed out how the order was taken, adding a note that he did not want anything anybody else wasn't getting and assuring them that he knew they would do what was fair.

The former dealer did not get the sugar at the old price; the latter received a credit check for the difference. The courteous reply was effective; "you must or I will," lost.

BAD ACCOUNTS BY PARCEL POST.

An ingenious Kansas, U.S.A. merchant has made use of Parcel Post in collecting some debts. On his books he had a number of accounts that had been standing for months or even years. Dunning letters had failed to cause a settlement, so he hit upon the scheme of sending a large parcel to each of his debtors. The parcel was stuffed with excelsior or waste paper, and lying on top of it was the receipted bill for the amount owing. The parcels were sent C.O.D., the expense of each parcel being 15c. to the merchant.

He counted rightly upon the curiosity of his victims, each of whom before he could open the parcel was required to pay the amount of the bill, for in nearly every case the parcel was accepted, and the money forwarded by the postal authorities to the merchant.

Now some of the dead beats are complaining that the ruse of the merchant was illegal, but the district attorney, to whom the matter was referred, gave it as his opinion that the scheme was perfectly legal, there being no fraud or imposition, that the recipients of the parcel were not obliged to take it, but that once having accepted the parcel, they were not entitled to a refund.

ADULTERATION IN MAPLE SUGAR.

A McGill Chief Analyst of the Inland Revenue Department, Ottawa, has issued a bulletin on a recent analysis of various brands of maple sugar which the department recently made. Eighty-three samples purchased by the department inspectors were examined and of these 47 were found to be genuine under the Department's standards.

The remaining 36 samples are described as either adulterated or doubtful. Mr. McGill reports that many of the vendors have written since the collection was made conceding that they knew the article offered as maple sugar to be a compound and saying either that they sold it as such or that they assumed purchaser to be aware of the article offered. Mr. McGill says, however, that the inspector's invoices and reports show all samples to have been received in answer to a demand for maple sugar.

Mr. McGill reports that several samples are called maple cream sugar, but are sold as maple cream. The analyst says that the introduction of the word "cream" into the name cannot be justified.

THE VALUE OF SERVICE.

Some merchants do not appreciate to the fullest the value of a reputation for service. The other day a retail grocer lost a customer, who had dealt with him for twenty years, because on three successive visits to the store he (the customer) had to wait for ten minutes before a salesman approached him. There is a dealer in a Western town who has built up the largest business in the place in three years. He has the highest priced sales staff in town and a motor truck for delivery purposes. He gives the public top-notch service. Another merchant in an Ontario city, who has been in business for thirty years, still has a large turnover, despite the fact that he does no advertising and does not carry the latest goods.

He has a reputation for absolute fairness and honesty and has always striven to give courteous and efficient service. His reputation for service redeems to some extent his unprogressiveness in other respects; in fact, it is what keeps his business in the front rank.

It is an unfortunate circumstance that so many merchants do not recognize the value of gaining a reputation for service. Speaking generally of all trades, the percentage who do endeavor to win the esteem of the public in this way is surprisingly small. In a great many city stores, the service given is perfunctory and abrupt. A courteous attitude is not deemed necessary; and the attention given to delivery is very scant. Where women congregate, the trials of the shopper is a topic which occupies a large part of their time.

Reaping a Good Harvest

The gentleman needs a hair cut badly. The "crop" has been good and his annual trip to the barber shop is once again taking place on the Western plains of North America.

This cartoon symbolises the splendid outlook in the West and the attitude of the world and the farmer towards it. When crops are good, it means a good business year and that is what we must now look forward to.

NEXT ! - St. Louis Democrat.

Throughout the West, unless something serious occurs in the next two or three weeks, the yield will be excellent. Making all due allowances for enthusiasm and newspaper exaggeration there seems little doubt of a much more valuable crop being reaped than has ever been in the history of the West. The acreage sown this year is greater than any previous season, while there are other factors that contribute to an increased yield. In places, of course, there is bound to be more or less damage by hail and frost, but this will not be at all general. In Southern portions of the prairie provinces threshing operations have been going on for some time and new wheat is already coming forward for inspection.

Last year a large proportion of the crop, particularly in the north of Saskatchewan and Alberta was badly damaged by frost which came about the 15th of September and, as the harvest was late, owing to the slow ripening of the crops through the continued wet and cool weather, it was seriously affected. In Manitoba and Eastern Saskatchewan last year, by the excessive rainfall during harvest and threshing time, very much of the crop was seriously damaged. Through those two causes, millions of dollars worth of grain was so injured that its value was lessened, entailing great loss to the farmers.

This season neither of those causes appear likely to have any serious effect. The weather conditions being much more favorable, the bulk of the grain will likely be in stock before frost comes and unless there is a decided change there will be little if any damage from wet.

Improvement in the market for Canadian securities and continued improvement in the outlook for a good average crop are two factors of a favorable character, says The Financial Post. Neither of them, however, are more favorable than the tendency of the people as a whole to economize and cut down their liabilities.

A continuation of these conditions will result in putting business generally on a basis which will sooner or later cause very much more active business. The West will have much more and much better wheat to export this year than ever before and its movement to the coast will commence at least ten days earlier than it did last year.

EDITORIAL NOTES.

With September, there comes forth the oyster and the carpet-beater.

* * *

Corn syrups have advanced as was expected, owing to poor United States corn crop.

* * *

When a man has an ear for the opinions of responsible men, he is on the fair road to learning something.

* * *

If the egg could only see itself as others see it sometimes, it would heartily welcome the loss-off system.

* * *

The merchant who studies the various tastes of his customers, is the one who wears the longest with them.

* * *

This has been a hard year on co-operative societies. Another one has "kicked the bucket" in Eastern Canada.

* * *

An analysis of maple sugar shows that considerable adulterated stuff still masquerades under the guise of the pure article.

* * *

Summer goods window dressing contest has closed. Now for the Thanksgiving competition. As noted on another page, $20 in prizes will be given to the six winners.

* * *

If all the "bad pays" could be kept from the store, many more merchants would attain greater success. Every man should devise a method for eliminating this sort of charity.

Government's Efforts to Improve the Egg

Letter From Live Stock Commissioner's Office Urges Dealers to Observe Strictly the Buying of Eggs on Quality Basis--Will mean More Money, He Says—Toronto Produce Exchange Discusses Letter.

An important meeting of the Canadian Produce Association was held in Toronto on Wednesday afternoon, Sep. 3, to consider some method by which buyers would agree to deal absolutely on the "loss off" basis.

Some large produce men have carried out this policy since the first of June, but it has not been adopted generally. At present it can be applied only to the storekeeper who buys up from the farmers, as no record is kept by the large buyers of purchases from individual farmers. The logical outcome would be for the wholesale houses to buy only from the general merchants, cutting out business with the farmers direct. The storekeepers would then be compelled to apply the "loss-off" basis to the farmers, at least until such time as they voluntarily saw to it that the quality was vastly improved.

Government at Work.

Already steps are being taken by the Dominion Department of Agriculture with a view to improving the supply of eggs from the farmer. A representative of the Department, J. H. Hare, formerly a provincial agricultural expert in Ontario County, was in Toronto this week securing figures from the produce merchants showing the results of candlers' tests of the eggs they have bought, giving the bads, splits, seconds, etc., similar to those published recently in "Canadian Grocer." It is believed that the information obtained will form the basis for Dominion legislation that will deal more definitely with the sale of bad eggs than the general statute against "impure" goods, and fix a penalty for the purchase as well as sale of bad eggs. The Government is also attempting to encourage merchants generally, to test their eggs by a simple and inexpensive candling process, and has sent out samples of a device which is proving quite workable. It consists of a circular tin about 6 inches high, widening towards the centre, which is set on a lamp in place of the glass. A hole is cut in the side, the egg is stuck in a circular extension, and the light shines through a piece of mica and shows in the egg the marks by which it can be classified.

Where Many Members Failed.

In a circular letter received this week John Bright, Live Stock Commissioner for the Dominion, draws attention to the fact that while some members of the Canadian Produce Association have "made it a distinct rule to buy all receipts on a loss-off basis, others have adopted the measure only partially, and some have made little or no effort to enforce it at all." He points out that the success of the movement can be secured only by perfect unanimity in the policy and practice of the members.

A Successful Method.

"The success of the movement in some parts (the Toronto district and several portions of Western Ontario particularly) is so evident," he says, "that I cannot understand why some dealers are hesitating in this regard." In some districts the system is distinctly beyond the experimental stage. Members have testified that under it their gains have been increased, the shrinkage reduced very materially, and the general quality of eggs improved. Having been firm from the start, there have been little difficulties with the storekeepers, who have become convinced of the unfairness and injustice of paying for eggs which are unfit for food."

One Merchant's Experience.

A salient example is quoted of a general merchant living near Stratford, who buys as many as 4,000 eggs a week on the loss-off basis, and in spite of keen competition he has never lost any trade, but has been able to increase it. He is able to secure a better price for his product, and in return pays the farmers more for their eggs." He "makes" time for candling.

He concludes thus: "I would again ask you to enter heartily into this campaign to buy consistently upon a loss-off basis, and while pursuing the educative campaign already undertaken, to give effective support thereto by making it worth the farmer's while, through discrimination against the poorer grades, to market a really high-class article."

As the meeting of the Association was held while "The Canadian Grocer" was going to press, a full report will be given in next issue.

LOSS-OFF BUYING A SUCCESS.

In districts where loss-off buying has been fully adopted the farmers and storekeeper have followed into line without remonstrance, but where there has been indecision or variation in policy on the part of the dealers, difficulties have arisen. . . .. Various members have, with enthusiasm, testified to the fact that the adoption of the new measure has meant increased gain to them. They further state that the shrinkage has been very materially reduced and the general quality of eggs improved."—John Bright, Live Stock Commissioner for Canada.

HOW IT WORKS.

"A general merchant in Tavistock is able, (by this system) to secure a better price for his product and in return pays the farmers more for their eggs." — John Bright, Live Stock Commissioner.

ASSOCIATION NEWS

The executive of the Saskatchewan Retail Merchants' Association met recently in Saskatoon and appointed J. Raymond to succeed H. J. Robinson as secretary. Among those present were: P. J. Agnew, Prince Albert, and W. W. Cooper, Swift-Current. President Bole, of Regina, was unable to attend.

J. M. Brayley, provincial organiser, Saskatchewan Retail Merchants' Association, has returned to Saskatoon after an extensive trip through the West. He states that everywhere he went the aims of the association were warmly endorsed, and that already 90 per cent. of the retail merchants approached have joined, and he is convinced that nearly all will be in line shortly.

The Sarnia, Ont., grocers have decided to hold their tenth annual picnic at Lake Huron park on Wednesday, Sep. 10. Every grocery store in town will close for all day. At an enthusiastic meeting held last week, committees were appointed to take charge of the various details, the officers being—Honorary president, A. Baxter; secretary-treasurer, J. Gammon.

How Other Grocers Do Things

ANNOUNCEMENT OF A SALE.

When Sigmar Bros. & Co., general merchants, Glenboro, Man., sold their business to S. Feinstein recently, they ran the following advertisement of the change:—

ANNOUNCEMENT!

"We wish to announce to the people of the Glenboro district and all our many customers that we have sold our business to Mr. S. Feinstein, of Winnipeg, and we take this opportunity to extend our heartiest and sincerest thanks to all our customers for their liberal patronage in the past, and we most cordially solicit your further patronage for our successor, Mr. Feinstein, in the future. The store will close for stock-taking next Monday for a few days, and will re-open, as soon as we have finished taking stock, in full swing under the new management."

Sigmar Bros. were in business in Glenboro since 1906.

CONTEST FOR STORE NAME.

R. H. Lockerbie, Regina, Sask., has adopted a unique method of advertising his grocery store, which he recently opened on Dewdney Street. He is leaving the naming of it to his customers. The method adopted is that a suitable locked box is set in the store with a small opening in the lid. Each customer of the store has the chance of putting a suggested name in the box and at a specified date, it is delivered to a committee of three responsible citizens, who already have locked it and hold the key.

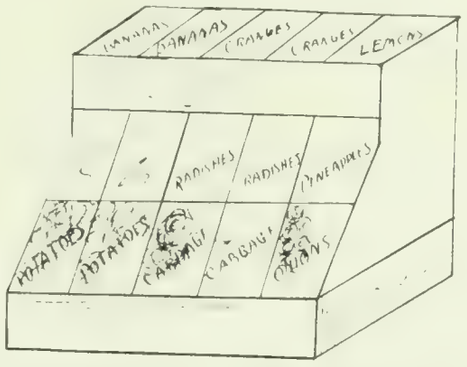
The name among the lot that in the judgment of this committee is most suitable for the new store will be given it, and the party suggesting it will receive a valuable prize.

VEGETABLE DISPLAY FOUNTAIN.

A. McCrodan, Belleville, Ont., grocer, is increasing sales of fruit and vegetables by using a display fountain in one of his windows. This is constructed in the pyramid fashion, with a large hoop at the bottom, and tapers gradually to a small one at the top. The vegetables show up particularly well.

HANDY VEGETABLE CASE.

A convenient and clean method of displaying fruit and vegetables is seen in the store of Wilson & Swayze, grocers, Welland, Ont., in the form of the illustration. The "case" is built of wood with eighteen compartments. The lower ones are reserved for the larger vegetables, such as potatoes, cabbage, and onions. The next row contains pineapples, radishes, etc., and the top bananas, oranges, and lemons. The fruit and vegetables are well displayed; can be kept together and suggest needs to customers; save piling up goods in the floor, and, so far as bananas are concerned, enable the proprietor to estimate his real profit on a bunch instead of leaving it to guesswork, as is done in many cases.



Vegetable and fruit display stand used by Welland grocer.

"GOOD EGG" EDUCATION.

The T. S. Ford Company, Limited, Mitchell, Ont., has issued through the weekly paper and otherwise a notice to farmers that in future eggs will be candled, and only good ones paid for.

"Toronto and Montreal egg dealers have agreed not to purchase eggs from country merchants or dealers unless subject to reduction for stale or bad eggs on arrival at destination," says the notice. "That means if we sell 500 dozen eggs at 22 cents, f.o.b., Mitchell, to a Toronto or Montreal buyer, they will be candled on arrival and stale and bad eggs deducted. The result is we lose not only the culled eggs, but the express or freight on them as well. In future we have decided to candle every egg and pay only for the good ones. We believe this will prove the more satisfactory way for all concerned. We will be able to pay a higher price to the farmer when we pay for good eggs only, and our customers, when buying from us, can rely on getting twelve good eggs for a dozen. We have already raised the price. We do not expect that the farmer will be able to bring us all good eggs and no bad ones, for they haven't electric light to test them by, but you can help wonderfully by gathering them daily and keeping them in a cool, dry place."

SPICE SAMPLES IN GLASS JARS.

The season for pickling spices is at hand. Tomatoes and cucumbers are selling rapidly and being condensed into catsup, ketchup, Chili sauce, and pickles.

R. J. Wales, a Napanee, Ont., grocer, is now showing samples of his various pickling spices in attractive globular glass jars with fancy stoppers. These act as a reminder to the customer, and Mr. Wales states they have effected many sales.

STARTING THE PICKLING SEASON.

H. Malcolmson, grocer, Chatham, Ont., started the pickling season last week with a very good line of advertising talk.

The advertisement, which occupies seven inches of single-column space, deals with two seasonable subjects as follows:—

QUALITY IN FRUIT JARS

is the first consideration. On the goodness of your jar depends whether your fruit keeps or not. The jars we sell are made medium thick, with a smoothly ground top so the cover fits down properly. The rubbers are good, real rubber, and the zinc ring is made strong enough to stand the strain.

Pints, 80c a dozen.
Quarts, 90c a dozen.
Imperial quarts, 95c a dozen.
Half gallons, $1 a dozen.

Should your old jars need refitting we have new zinc rings, new glass tops, new rubber rings—prices are 20c and 10c dozen.

PICKLING TIME

With September comes the pickling season. Such delicious home-made pickles are made with our celebrated crab-apple cider vinegar. When you are ready to make pickles, come here—we can fill your order for vinegar, spices and vegetables, and you will be sure of getting the very best.

H. MALCOLMSON.

Competition is the life of trade, particularly when you can get it started among your salespeople.

The employee who is not loyal to his employer is often among the first to complain of that employer's lack of loyalty to his help.

The man who always buys the "quantity" of everything will often find himself prevented from seizing good opportunities for lack of capital.

The Clerks' Page

By the Cub Reporter

MACE AND NUTMEGS.

The Cub Reporter.—It is good to enlighten the average man on the things he handles, but your paper should be correct, if anything at all. The reply to the recent inquiry if mace and nutmeg are from the same tree is very misleading.

The nutmeg is the kernel of the nutmeg fruit, and on the outside of the shell containing the nutmeg is the scaret filament called mace. When ripe, the fruit (just like a peach) splits open at the bottom, and the nut with the mace drops out. The mace is then peeled off and spread out to dry in the sun, and the nut in the shell is then stored to dry. Mace takes six weeks sunning to cure properly.

ONE WHO HAS GROWN THEM.

Montreal, Que.

Editorial Note.—The above letter we were glad to receive. In the issue of August 8 referred to, it was stated, in answer to an inquiry from an Edmonton Clerk, that mace and nutmeg came from the same plant. The answer, however, did not go into the detail as the one received from Montreal, which is much appreciated.

USES OF COTTON SEED OIL.

The Cub Reporter.—Any information which you can give me regarding the uses of cotton seed oil will be appreciated.—F. G. H.

N.B.—Cotton seed oil is used quite extensively both for culinary and industrial purposes. In countries where the people cook with oil it is popular, owing to the fact that when it is totally refined it becomes a neutral oil, and thus does not impart any flavor to the food which is cooked in it. Thus in cooking codfish for example, it acts simply as a fat, leaving no trace of its own flavor on the fish. In monasteries, where religious principles forbid the use of animal fat, this oil is used extensively, so much so that some orders of monks buy several barrels of it at a time.

In homes, too, altogether apart from religious observances, it is becoming quite a favorite in making salad dressings of various kinds.

For industrial purposes one of its chief uses is that in canning fish. Cheap fish, such as herrings, sprats, etc., are sometimes packed in this oil in tins, and sold under the name of sardines. In Europe there is a tendency to prefer oil of peanuts, but American firms still stand by cotton seed oil.

A further use is in the manufacture of compound lard, where the oil is used to such an extent that the lard market rises and falls largely accordingly to its fluctuations.

American consumption of this oil is yearly becoming heavier, so that, although cotton is grown extensively in the South, the United States have become importers as well as producers. Their imported supplies are brought largely from Egypt.

ATTENTION, MR. CLERK!

A customer wants to buy a broom.

"Yes," you say, "we have some brooms. This one is 30 cents and that one 40 cents."

The customer desires to know the reason for the difference in price.

What would you tell her? Merely to say that "the quality is different" would not be an answer.

What reasons would you give?

How would you sell her the better broom?

Answer right away.

Best replies will be published on this page. Write now.

MAN IS A FAILURE.

When he has no confidence in himself nor his fellow man.

When he values success more than character and self respect.

When he does not try to make his work a little better each day.

When he becomes so absorbed in his work that he cannot say that life is greater than work.

When he lets a day go by without making some one happier and more comfortable.

When he values wealth above health, self-respect and the good opinion of others.

When he is so burdened with his business that he finds no time for rest or recreation.

When he loves his own plans and interests more than humanity.

When his friends like him for what he has more than what he is.

When he knows that he is in the wrong, but is afraid to admit it.

When he envies others because they have more ability, talent or wealth than he has.

When he does not care what happens to his neighbor or to his friend so long as he is prosperous.

When he is so busy that he has no time for smiles and cheering words.

OBSERVATIONS OF THE CUB REPORTER.

Time flies. One has to "go some" to keep up with it.

* * *

Personal cleanliness is a strong factor in pleasing customers.

* * *

The more we do the more we can do; the busier we are the more leisure we have.

* * *

There is greater wealth in the time men waste than in all the gold of the world.

* * *

The clerk who is fair and honest to his firm is the one who is fair and honest to his own better nature.

Current News of the Week

Quebec and Maritime Provinces.

Assets of the Lachine Co-operative Society, Lachine, Que., have been sold.

A Bond, representing the Dr. J. Gordon Bennett Whole Wheat Co., has registered in Halifax, N.S.

Armand Chaput, general manager, of Chaput Fils & Cie, Montreal, P.Q., represented the Montreal Chambre de Commerce at the meeting of the various local branches, held in Chicoutimi, P.Q., last week.

Mrs. W. E. Mercer, formerly of Moosejaw, Canada, has opened a retail grocery in the old stand formerly occupied by the late James Tenant on the Woodstock Road, about 1 mile above Fredericton, N.B.

Another case of adulterated pepper comes from Montreal, where a retailer was charged with having sold black and white peppers adulterated with wheat and foreign starches. The manufacturer from whom the dealer stated he had bought the goods said that while he had sold this retailer pepper, he did not think the sample of black pepper taken in this instance was from his firm, since they only used pepper shells to cheapen their product and never wheat starch, as found in the analysis.

T. W. Sansoni, grocer, 302, Queen Street, Fredericton, N.B., has entered into partnership with M. Byron McNally. They will carry on the grocery and provision business under the name of Sansoni & McNally, and will continue in the stand occupied by Mr. Sansoni. The new member of the firm served for a number of years as a councillor, and subsequently as warden for York County, N.B., and for many years was a farmer in the parish of Bright, above Fredericton.

Ontario.

W. H. Peppler, grocer, Hanover, Ont., has sold.

Benjamin Dixon, a Hamilton, Ont., grocer, died last week.

Armstrong Bros., grocers, Fergus, Ont., have sold their business.

S. J. Maloney has opened a new grocery store in Sudbury, Ont.

Mr. Scarth has purchased the grocery business of H. Knechtel, Berlin, Ont.

J. F. Lawson has bought the grocery business of W. Plunkett & Co., Orillia, Ont.

Fire destroyed part of McGrogan's general store at Belmore, Ont., near Wingham.

L. H. Yeomans & Co., grocers and druggists, Mount Forest, Ont., are succeeded by H. E. Yeomans.

O. S. Matchett, salesman with Chas. Rishor, wholesale grocer, Peterborough, Ont., was in Toronto last week.

Stuart, Limited, jam manufacturers, Sarnia, Ont., are planning to enlarge their factory by the erection of a storage warehouse.

George Goheen, grocer, Peterborough, Ont., spent a few days in Toronto last week. His trip, of course, included the Canadian National Exhibition grounds.

A party of about 20 fruit growers, of the London, Ont., district, recently paid a visit to the fruit farms of E. D. Smith & Son, at Winona, Ont., and were shown over the place by Mr. Bailey, manager.

L. R. Howard, of the Toronto Office of "Nugget" Shoe Polish Co., is in Sherbrooke, Que., this week attending the exhibition there. He will be in Ottawa next week. F. W. Hart will also go to Ottawa next week.

A. Hagmeir Hespeler, Ont., has started moving his china and glassware stock upstairs, and will shortly have carpenters at work putting in fixtures and preparing for the arrival of Merner Bros., of Elmira, who will open up a dry goods store in one half of the ground floor in September.

S. C. Morrow, who has been connected with the Quaker Oats Co. for the past ten years, has become associated with the Morrow Cereal Co., which now manufactures Malta Vita. Mr. Morrow opened Montreal and Toronto offices for the Quaker Oats Co., as well as one in Richmond, Virginia.

Chas. A. Elliott, manager coffee department, Greenhut-Seigel Cooper Co.'s big department store, New York, is in Toronto on a holiday, and during the week called at the office of the "Canadian Grocer" there. Mr. Elliott is an old Ontario boy, having spent some years with Wm. Milligan, Queen Street W., Toronto, where he learned the trade before going to the States twenty years ago. He has been with Greenhut-Siegel Co. for seventeen years.

Western Canada.

A. W. Perry & Co. have taken over the North End Grocery, Red Deer, Alta.

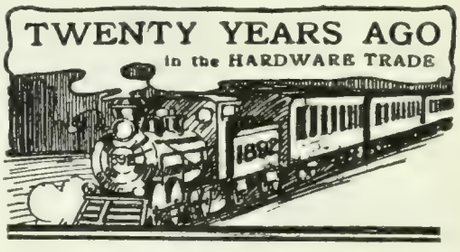
The City Grocery, Weyburn, Sask., was recently opened by Harry McSherry.

The North-west Biscuit Co. has been incorporated with head office at Edmonton, Alta., and capital of $50,000.

Fire visited the barn of D. A. Ritchie & Co., grocers, Winnipeg, and caused an $1,800 damage. This was partly covered by insurance.

E. B. McRory's general store, Maryfield, Sask., was destroyed by fire. The total loss is estimated at $20,000, partly covered by insurance.

Edmonton, Alta., falls heir to a co-operative society. The name is The Alberta Co-operative Association. The number of shares is to be unlimited, and the capital is to consist of shares of ten dollars each.



Following are items from "The Canadian Grocer" of September 8:—

"C. S. Parsons, one of Sloan & Crowther's city travellers, finished his holidays last week, and is again carrying the grip."

Editorial Note.—Chas. Parsons is now in the wholesale grocery business himself in Toronto as Parsons & Brown.

* * *

"The Empire Tobacco Co.'s factory was only partially destroyed by fire. They have good stock in the bonded warehouse, which has not been touched by the flames, so that they can fill all orders."

* * *

"At a trade sale of Barbadoes molasses in St. John, N.B. last week, several lots brought 27 cents. per gallon.

Editorial Note.—Barbadoes molasses on the same market to-day are quoted at 38 and 39 cents.

Don't take the agent's word for what your fire insurance policies contain. See for yourself.

L. & B. Banner Brand—

WE WERE THE FIRST TO PUT UP PURE NOTHING EXCEPT PURE FRUITS SUGAR. OTHERS

Every Jar or Pail is Labelled, showing the Exact Contents

Jams and Jellies Contain No Glucose —Never Taste of Wood

We are the only people who print on the label the exact ingredients contained in each jar, tin or pail. All the tins are gold lacquered inside and out thus preventing corrosion of any kind and making each as sanitary as glass. Our 30 pound wooden pails are prepared inside by a special process which makes them antiseptic and prevents the wood flavor from permeating the contents.

L. & B. Special Banner Brand Jams for Biscuit Manufacturers and Bakers are made from pure fruits, Apple Jelly and Granulated Sugar. They contain no glucose and never boil out.

Buy your season's supply now. Putup in 2, 5, 7 and 30 pound pails, and 12 oz. glass jars. *Order now.*

LINDNERS

340 Dufferin St. **Toronto**

Representatives:

The Amos B. Gordon Co., Toronto; Watt, Scott & Goodacre, Montreal; H. D. Marshall, Ottawa, Ont.; C. A. Munroe, St. John, New Brunswick.

the original pure fruit jam

FRUIT JAMS AND JELLIES CONTAINING APPLE JELLY AND GRANULATED HAD TO FOLLOW

We use only Pure Granulated Sugar in Our Products

BANNER L&B BRAND

Products are Prepared in a Large Sanitary Factory

We guarantee that only pure granulated sugar is used in the manufacture of our Jams and Jellies and that the utmost care is taken in the handling of our products during preparation.

The L. & B. Banner Brand Jams and Jellies are manufactured in our large sanitary factory under the best possible conditions.

We put up pure fruit jams before the pure food law demanded it, and labelled them even more explicitly than called for by the Government. Our fruits including: Strawberries, Raspberries, Black and Red Currants, Peaches, Plums, Cherries, Apricots and Gooseberries, etc., come direct from the farms, freshly picked.

New season's fruit now ready for delivery. *Buy now.*

LIMITED

Ontario

Phone: Park 2985

Representatives:—

W. H. Lyne Usher, Halifax, Nova Scotia, and Prince Edward Island; H. Donkin & Co., Vancouver; W. L. McKenzie & Co., Edmonton and Regina; Western office at Winnipeg.

Holding the Bad Pays From Store's Books

Ways of Working Together to Prevent Bad Debts Rather Than Cure Them — The Philosophy of Giving to Get—Credit Rating Systems Among Customers.

*By Henry Johnson, Jr.

The view point of a grocer is given herewith:

August 22, 1913.

Henry Johnson, Jr.,

Dear Sir, — Herewith we enclose an article which appeared in February System that we think the best of the kind that we have ever seen. No doubt the plan would work wonders here, as there are hundreds of dollars in past due or slow accounts owing our merchants. It would also help other towns as conditions are very near the same everywhere.

We wish you would investigate the same. The articles enclosed explain or give an outline of what is required. We would suggest that you outline the plan in Canadian Grocer.

The time has come when the credit business must be handled carefully which can be done by this plan even though some merchants in small towns stay out. Here it would be impossible to get merchants together on anything, but we could take rating sheets, form 1, fill in names, pass them to our competitors, other business people, etc., and easily get a credit rating on every one in town or near, which when complete all would want. The only thing necessary is to show your customers, competitors and others that you mean nothing but what is perfectly fair to everyone and they fall in line. The newspaper notices, etc., we would run in one newspaper and pay for same as though every merchant in town were helping us and so on.

We have wanted to change from credit to cash only for some time, but that doesn't look possible, so the next thing seems to be "just as near cash" as possible.

It may be that you know of, or can find some town that has this plan worked out where you would easily get the desired information.

Outline of the Plan.

The plan described in the magazine in question is really a system of conveying credit information from merchant to merchant and from town to town. It is said to be in use in one hundred and twenty-eight towns in the United States now; but its spread should be a matter of automatic radiation as merchants of other towns become acquainted with the plan, for it certainly must be a good thing for those who put its principles into practice.

Merchants are furnished with certain forms. Among these is the rating sheet. On the upper left hand corner of the sheet is a little square for the merchant's code number. I gather that this code number is given arbitrarily by the local secretary, who keeps it secret so that no merchant knows more than he should know of the identity of any others. The sheet illustrated was furnished by No. 39; and the note on the right upper corner is: "It is not necessary to sign your name to this sheet," which is another good thing, since thus the secretary need not fear revelation of a merchant's identity through accidental sight of the document.

The rating code gives five numbers, as follows:

1. Financially good—Prompt pay.
2. Prompt—Pays according to agreement, regardless of means.
3. Slow but safe to credit.
4. Risky; doubtful responsibility.
5. Demand cash.

This looks very good to me. Seems to leave plenty of room for that discriminating information which we need in our business.

In the body of the sheet are various columns. They are headed as follows:

Surnames — Given name or initials. Code, 1, 2, 3, 4, 5.

Address—How employed, married, single, widow, widower, property owner. Whomever you rate in column 5, if indebted to you, give amount here.

Study of the specimen entries reveals the great possibilities of condensed information.

Excellent if the Work is Done.

All of this is excellent if the merchants can be got to actually do the work of making the report; also if they can be induced to rate the good risks as well as the bad ones. Many incline to slight this part of the work because of the feeling that every competitor is apt to be after the good payers as keenly as he is alive to the desirableness of cutting out the dead ones. Yet this is simple justice—and it seems to have been properly done in the cases on record because the specimens indicate that nothing has been withheld.

When the local secretary gets these rating sheets from the various merchants, he assigns an individual card to each customer. Thereon he simply writes the name and below it places the various ratings obtained from the merchants. Here is the example given:

FRANK, GEORGE, 432 State Street.
66—1, 73—1, 22—2, 46—2, 17—2.

This shows that merchants Nos. 66 and 73 have rated Mr. Frank as No. 1, while No. 22, 46 and 17 have put him down at No. 2. Either rate is such as might be considered creditable to anyone and the fullest line of general experience with Mr. Frank is reflected in the varying numbers. Moreover, the card is there for further entries, so Mr. Frank's record is always instantly available. It is stated that discrepancies in the ratings are investigated. Thus, probably, if three rated Frank as No. 1, two as No. 2 and one as No. 4, the discrepancy would be so great that one would conclude that one merchant had an unusual experience with Mr. Frank; maybe was a little unfair with him because of some perhaps justly disputed account, or through personal dislike or spite.

The main thing is to do the work. The main trouble will be to get the information from the merchants themselves. This can only be overcome gradually, through persistent effort, good-naturedly put forth. Gradually, I say, as the benefits of the plan become apparent, you will overcome opposition and indifference.

A Local Experience.

We have a good organization of this character in our town. It is owned by the business men generally, nearly all of whom are stockholders. It is called the businessmen's Credit Exchange. It is very valuable to me and to all others who make use of it. But its chief value, in fact its very life and usefulness, lies in the fact that we give information as fully, frankly and carefully as we ask it.

Not an account is opened at my store without reference to the exchange—that is, not now. Only a few months ago I opened two accounts that have fooled me wonderfully and on which I should not have been deceived had I asked first, instead of afterwards.

One is that of a widow I have known in a business way for perhaps twenty-years—and have known nothing but good of her. I was pleased when she asked to open the account. She did not pay promptly nor fully. Then I asked—and was told that her general record was such that she was "Not Recommended for Credit!" By careful, persistent work and the steady refusal to increase the account, I have it down to about

(Continued on page 41.)

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

Corn Syrups Have Advanced 10c. a Case

Expected Result of Famine Prices of Corn—Quotations on New Crop California Raisins Average ½ Cent Higher—New Figs Slightly Lower—New Nuts Mostly Show Considerable Increase—Sardines Are Up.

MARKETS IN BRIEF

QUEBEC.

PRODUCE AND PROVISIONS—
- Advance in butter expected.
- New laid eggs move up 2 cents.
- Small cheeses 1 cent higher.
- Poultry easing off.

FISH AND OYSTERS—
- Halibut advances 1c per lb.
- Carp, pike and Gaspe salmon each advance 1c.
- Dealers speculate on frozen halibut prices.
- Three fast days this month should increase sales.

FRUIT AND VEGETABLES—
- Season now on in Canadian pears, peaches and plums.
- First grapes appear.
- Scarcity reported in all early apples.
- Quebec tomatoes cause decline in imported.

FLOUR AND CEREALS—
- All mill feeds advance $1.
- Millers begin to mix new wheat in grinding.
- Rolled oats and cornmeal still hold firm.

GENERAL GROCERIES—
- Corn syrups advance ¼c per lb., or 10c per case.
- Imported olive oil moves up about 10 per cent.
- Pot barley drops from $6.40 to $6.10 per bbl.
- American roasted peanuts advance ¾c.
- All nuts firming up.
- Flaxseed drops to 3½ to 4 cents.
- Canadian sardines advance from $2.75 to $3.25.
- New peels appear on market.

ONTARIO.

PRODUCE AND PROVISIONS—
- Hogs down 25c, although greatest shortage in 20 years continues.
- Medium bacon ½c lower.
- Pure lard ¼c lower.

FISH AND OYSTERS—
- Oyster season opened with unusually fine quality. Shell oysters $8 to $8.50, same as last year.
- B.C. salmon down to 15c.
- Trout and whitefish up to 12c.
- First shipment received of new kippered herrings.

FRUIT AND VEGETABLES—
- Prices generally higher after holiday, in peaches, pears, plums and tomatoes.
- Potatoes down to $1.10 a bag, and may drop to about 60 cents. New Brunswick shipment received.
- Competition of Canadian makes California fresh fruit lower.

FLOUR AND CEREALS—
- Canadian millers fear supply of cornmeal may be cut off.
- New Ontario flour 40-50c lower.
- Mill feeds advance $1 a ton.

GENERAL—
- Corn syrups advance 10c.
- Nuts advance.
- California raisins quoted at ½ cent above last year.
- Tins of new tomatoes and corn in, but prices not named.

ONTARIO MARKETS.

Toronto, Sept. 4.—The Exhibition still keeps many of the travellers "prisoners" in the city on the chance that their outside customers might drop in or meet them on the grounds. Otherwise a fair measure of business is being done, with orders for sugar and spices quite brisk.

The most notable change this week has been the advance in corn syrups of 10 cents a case, but this was expected.

SUGAR.—The market continues firm at the recent advance, and the raw market shows no signs of receding.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	4 60
20 lb. bags	4 70
2 and 5 lb. cartons	4 90
Beaver granulated, in 100 lb. bags	4 45
Extra Ground Sugars—	
Barrels	5 00
50 lb. boxes	5 20
25 lb. boxes	5 40
Powdered Sugars—	
Barrels	4 80
50 lb. boxes	5 00
25 lb. boxes	5 20
Paris Lumps—	
100 lb. boxes	5 35
50 lb. boxes	5 45
25 lb. boxes	5 65
Crystal Diamonds—	
Barrels	5 40
100 lb. boxes	5 35
50 lb. boxes	5 45
5 lb. cartins	7 50
Crystal Dominoes, cartons	7 60
Yellow Sugars—	
No. 3	4 55
No. 2	4 45
No. 1	4 15

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

MOLASSES AND SYRUPS.—A general advance of 10 cents per case has gone into effect in corn syrups, and syrup takes its place now, with brooms and cornmeal as affected by the partial failure of the corn crop.

		Per case.
Syrups—		
2 lb. tins, 2 doz. in case	....	2 50
5 lb. tins, 1 doz. in case	....	2 85
10 lb. tins, ½ doz. in case	....	2 75
20 lb. tins, ¼ doz. in case	....	2 70
Barrels, per lb.	....	0 03½
Half barrels, lb.	....	0 03¾
Quarter barrels, lb.	....	0 04
Pails, 38½ lbs. each	....	1 85
Pails, 25 lbs. each	....	1 35
Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 48	0 50
Maple Syrup—Compound—		
Gallons, 6 to case		4 80
½ gals., 12 to case		5 40
¼ gals., 24 to case	4 80	5 40
Pints, 24 to case	2 70	3 00
Maple Syrup—Pure—		
5 gallon cans, 1 to case	....	1 25
Gallons, 6 to case	6 60	8 00
½ gallons, 12 to case		7 25
Quarts, 24 to case	7 25	8 40
Pints, 24 to case	....	4 70
Maple Sugar—		
Pure, per lb.	0 14	0 15
Maple Cream Sugar—		
24 twin bars	....	1 80
40 and 48 twin bars	....	3 00
Maple butter, lb. tins, dozen	....	1 90

NUTS.—The upward tendency in the nut market is taking effect, and Brazils have advanced to 20 and 22 cents. Green and roasted peanuts also are up ½ cent., and Marbot walnuts are one cent. higher.

Not only is the old crop going up, but new quotations show a similar bent.

Filberts are 1¾ to 2 cents higher than last years, and Tarragona almonds close to 3 cents. New shelled walnuts, while not any higher than present prices, are 5 cents more than one year.

		Per lb.
In shell—		
Almonds, Formigetta	0 15	0 16
Almonds, Tarragona	....	0 17
Brazils	0 20	0 22
Filberts, Sicily	....	0 12½
Filberts, Barcelona	....	0 09½
Peanuts, green, per lb.	0 10½	0 11
Peanuts, roasted	0 12½	0 14
Pecans	0 18	0 20
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Grenoble	0 16	0 16½
Walnuts, Marbots	0 15	0 15½
Walnuts, Cornes	0 13	0 14
Shelled—		
Almonds	0 40	0 41
Filberts	....	0 27
Peanuts	0 09	0 10
Pecans	....	0 75
Walnuts	0 32	0 35

SPICES.—Market unchanged and demand brisk.

	5 and 10 lb. Tins.	¼ lb. pkgs. doz.	¼ lb. tins. doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 95	..—1 08
Cream tartar	30—32	.....	.....
Curry powder	..—35	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	19—22	67—0 75	80—0 90
Peppers, white	27—29	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Cardamon seed, per lb., in bulk	1 80	2 25
Carroway, per lb.	....	0 10
Cinnamon, Ceylon, per lb.	....	0 60
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 60	0 70
Shredded cocoanut, in pails	0 18	0 20

DRIED FRUITS.—Prices of the new crop of California raisins, as given by the Growers' Association, show a smaller advance than was anticipated, averaging ½ cent., with a guarantee that prices will be maintained until April 1, 1914. Choice seeded are quoted at 6½c, as compared with the 5¾c September prices, or 5¼c July. Fancy are 6¾ cents for 1913 crop, compared with 6¼c for 1912, and 5¾c for seedless, against 5¼c in 1912. Reports of damage by heat are prevalent.

A wire from San Francisco in noting this says that an advance in seedless and all other lines is likely.

The new crop of Valencias is down one shilling, about ½ cent.

New figs, which will be arriving about October 1, will be ⅜ cent lower than last year. Currants are slightly easier.

Apples, evaporated, per lb.	0 07½	0 08
Apricots—		
Standard, 25 lb. boxes	0 15	0 17
Choice, 25-lb. boxes	0 17	0 19
Fancy	0 20	0 22
Candied Peels—		
Lemon	....	0 12½
Orange	....	0 13
Citron	....	0 18
Currants—		
Filiatras, per lb.	....	0 07
Amalas, choicest, per lb.	....	0 07¼
Patras, per lb.	....	0 07¾
Vostizzas, choice	....	0 10
Vostizzas, shade dried,	0 10½	0 11
Cleaned, ¼ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07¼
Figs—		
Natural figs, in bags, lb.	0 05	0 07
Comadre figs, in taps, per lb.	0 04	0 04½
Eleme figs, in boxes, according to size, lb.	0 10	0 15
Peaches—		
Standard, 25 lb. boxes	....	0 10
Choice, 25 lb. boxes	0 09	0 10

Choice, 50-lb. boxes	0 08¾	0 09
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, old stock	0 08	0 08½
Seeded, fancy, 1 lb. packets	....	0 09
Seeded, fancy, 1 lb. packets	0 08	0 08½

RICE AND TAPIOCA.—With the exception of an easier feeling in tapioca, and pearl medium reduced to 5 cents, the market is unchanged.

Rangoon, per lb.	0 03¼	0 04
Rangoon, fancy, per lb.	....	0 05½
Patna, per lb.	0 05½	0 06½
Japan, per lb.	0 05½	0 08
Java, per lb.	0 06½	0 07
Carolina, per lb.	0 08	0 10
Sago—		
Brown, per lb.	0 05	0 05½
White, per lb.	....	0 05½
Tapioca—		
Bullet, double goat	....	0 04½
Medium pearl	....	0 05
Seed pearl	....	0 05½
Flake	....	0 09½

COFFEES.—The market is in a waiting attitude, with Santos holding the key to the situation. Lately this has been growing stronger, partly through unfavorable reports about the September flowering and an estimate that the current crop will not reach 13,000,000.

The new crop is of small bean and of good flavor, but until the middle of September frost is a menace. For the two weeks following drouth and storms are possible.

The one favorable feature is a report from Central America that the mild crop will be a record one if good weather continues.

Meanwhile buyers are holding off, and prices are unchanged.

Coffee, Roasted—		
Bogotas	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 35
Maricaibo	0 25	0 26
Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 18	0 20
Santos	0 21	0 23
Chicory, per lb.	0 10	0 12

TEAS.—In spite of the rising market there seems no general disposition to raise the price of teas to the retailer. Some such action was contemplated several months ago, but the idea was given up. It is the general belief that the packers will endeavor to go on this year without any change.

OLIVE OIL.—A report reached the city from Montreal of an advance of 10 per cent. in imported olive oil, but so far prices have not been advanced in Ontario.

One importer in discussing the situation with Canadian Grocer stated that there was a shortage of at least 20 per cent. in French olives, and that an advance was anticipated. A wholesale druggist recently paid nearly 20 per cent. increase.

"But there is little likelihood of an increase in prices to the retail trade, even with 10 per cent. advance," he observed. "The wholesaler will likely have to shoulder this."

CANNED GOODS.

Toronto, Sept. 3.—The canners have made limited shipments of tomatoes and corn, but prices have not been named. The make is so large each year that the canning season is allowed to pass before the risk of fixing a price is taken.

It is the general impression that the pack of salmon has been exceedingly large. Taking Puget Sound with British Columbia the pack is said to be a record one.

There are no additions this week to the Canners' list.

VEGETABLES.

	Group A, per doz.
2's Asparagus Tips	2 27½
2 s Asparagus Butts	1 42½
2's Beets, Sliced, Blood Red, Simcoe	0 97½
2's Beets, whole, Blood Red, Simcoe	0 97½
2's Beets, Whole, Blood Red, Rosebud	1 27½
3's Beets, Sliced, Blood Red, Simcoe	1 32½
3's Beets, Whole, Blood Red, Simcoe	1 37½
3's Beets, Whole, Blood Red, Rosebud	1 52½
3's Cabbage	0 97½
2's Carrots	0 97½
3's Carrots	1 27½
2's Peas, Standard, sieve 4	0 82½
2's Peas, Early Junes, sieve 3	0 85
2's Peas, Sweet Wrinkles, sieve 2	0 87½
2's Peas, Extra Fine Sifted, sieve 1	1 27½
Gals. Peas, Standards	4 02½
Gal. Peas, Early Junes	4 12½
Gal. Peas, Sweet Wrinkles	4 27½
2's Spinach	1 27½
3's Spinach	1 77½
Gals. Spinach	5 30
Beans—	Group A
2s, golden wax, midget, Arctic brand	1 15
2s, golden wax	0 85
3s, golden wax	1 22½
Gallon, golden wax	3 52½
2s, Refugee or Valentine (green)	0 85
3s, Refugee (green)	1 22½
2s, Refugee, midget, Auto brand	1 15
Gallons, Refugee	3 52½

(Group B is 2½c. doz less in each case.)

FRUITS.

2's Black Cherries, pitted H.S.	1 92½
2's Black Cherries, not pitted H. S.	1 52½
2's Red, Ptd, Cherries, H.S.	1 92½
2's Not ptd., Red Cherries, H.S.	1 52½
Gals., Ptd., Cherries	8 52½
Gals. Not Ptd, Cherries	8 02½
2 s Cherries, White Ptd., H.S.	1 92½
2's Cherries, White, Not Ptd., H.S.	1 52½
2's Black Currants, H.S.	1 92½
2's Preserved, Black Currants	2 27½
Gals. Black Currants, Standard	5 27½
Gals. Black Currants, Solid Pack	8 27½
2's Red Currants, H.S.	1 92½
2's Red Preserved Currants	2 27½
Gal. Red Currants, Standard	5 27½
Gals. Red Currants, solid pack	8 27½
2's Gooseberries, H.S.	1 77½
2's Gooseberries, Preserved	2 02½
Gals. Gooseberries, Standard	7 02½
Gals. Gooseberries, solid pack	8 77½
2's Pineapple, sliced, H.S. White Bahama	1 92½
2's Pineapple, grated, H.S. White Bahama	1 47½
2's Pineapple, whole, H.S., White Bahama	1 92½
3's Pineapple, whole, H.S. White Bahama	2 47½
2's Rhubarb, Preserved	1 52½
3's Rhubarb, Preserved	2 27½
Gals. Rhubarb Standard	3 52½
2's Strawberries, H.S.	1 92½
2's Strawberries, Preserved	2 27½
Gals. Strawberries, standard	7 52½
Gals. Strawberries, solid pack	9 77½

(Group B is 2½c doz. less in each case.)

Lawtonberries—	
2s, blackberries, H.S.	1 92½
2s, preserved	2 12½
Raspberries—	
2s, black, H.S.	1 92½
2s, black, preserved	2 12½
Gals., black, standard	7 02½
Gals., black, solid pack	9 27½
2s, red, H.S.	1 92½
2s, red, preserved	2 12½
Gals., red, standard	7 27½
Gals., red, solid pack	9 27½

Group B, 2½ cents less per dozen.

MANITOBA MARKETS.

POINTERS:—

Corn Syrup—Up 10 cents.

Winnipeg, Sept. 3.—The splendid crop of Western Canada may now be considered safe. In Manitoba and Alberta practically all the wheat is cut. In Saskatchewan splendid progress has been made, and all grain is ripening as fast as it can be handled. Samples of new wheat on the Winnipeg grain exchange are of magnificent quality. With a continuance of present ideal weather threshers will be all at work next week, and the grain will be rolling in in enormous quantities.

Business in all lines is looking up, and a general air of confidence pervades the business world. "Everything is all right now," is the common remark.

The city retail trade suffered a little after the stampede—that event following two circuses took some $120,000 of ready money out of the city, and merchants complained that people lived pretty skimpy for a week or two afterwards; but that is past now.

Country retail trade is good, for harvest has brought in a lot of extra mouths to feed.

Wholesalers and jobbers are optimistic of fall business, and every fine day puts the grouchers more hopelessly into the minority.

SUGARS.—The further advance of 10 cents per cwt. was announced last week in sugar. The demand is extremely good, and supplies are ample for requirements.

Extra standard granulated, per bbl.	5 10
Montreal yellow, per bbl.	4 65
B.C. yellow, per barrel	4 55
Icing sugar, per barrel	5 65
Powdered, per barrel	5 45
Lumps, hard, per barrel	5 95

Sugar in sacks, 5c less.

CORN SYRUP.—As predicted in The Grocer during the last two issues, corn syrup has had an advance. It is altogether likely that it will go higher yet, as corn prices are high, with no probability of any reductions for some time.

Corn Syrups—		
2 lb. tins, per case	....	2 38
5 lb. tins, per case	....	2 73
10 lb. tins, per case	....	2 61
20 lb. tins, per case	....	2 72
Barrels, per 100 lbs.	....	3 90
Molassea, New Orleans, gal.	0 33	0 35
Molasses, Barbados, gal.	0 45	0 50
Maple syrup, quarts, per case	....	6 20
Maple syrup, ½ gals.	....	5 85

DRIED FRUITS.—Dried fruits are seasonably quiet, but there is probably a period of more activity in sight, when the country demand comes in with threshing time.

	Per lb.
Prunes—	
Prunes, 80 to 90, 25 lbs.	0 06
Prunes, 90 to 100, 25 lbs.	0 05¾
Prunes, 70 to 80, 25 lbs.	0 06½
Prunes, 60 to 70, 25 lbs.	0 07¼
Prunes, 50 to 60, 25 lbs.	0 08¾
Prunes, 40 to 50, 25 lbs.	0 10¼
Apricots—	
Choice	0 15½
Standard	0 13½
Slab	0 11½
Nectarines	0 11½
Cooking Figs—	
Choice boxes	0 06¼
Half boxes	0 06½
Half bags	0 05¼
Valencia Raisins—	
Fine, f.o.s., 28s, s.p., per box	2 75
Fine, selected, 28s, s.p., per box	2 70
4-crown layers, 22s, s.p., per box	2 65
4-crown layers, 17s, s.p., per box	1 35
4-crown layers, 17s, s.p., per box	0 75
Ne plus ultra, 82s, s.p., per box	2 20
Sultanas—	
California	0 09¾
Smyrnas	0 14 0 14
Currants—	
Dry clean, per lb.	0 07½
Washed, per lb.	0 07¾
1-lb. package	0 08¾
2-lb. package	0 17¾

TEAS AND COFFEES.—Trade in teas and coffees is steady, and averages above last year at this time.

Coffee—		
Green Rio, No. 5	....	0 16¼
Roasted Rio	....	0 21
Green Santos	....	0 16
Roasted Santos	....	0 21
Chicory	....	0 11¼
Teas—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 49
Japans, choice	0 35	0 45

NUTS.—Trade in nuts is normal, with prices steady.

Brazil	0 18	0 19
Tarragona almonds	....	0 16¼
Peanuts, roasted, Jumbos	....	0 13
Peanuts, choice	....	0 11
Pecans	....	0 22
Marbot walnuts	....	0 13½
Grenoble walnuts	....	0 16
Sicily filberts	....	0 11½
Shelled almonds	....	0 38
Shelled walnuts	....	0 31

BEANS.—Ontario reports a fairly good crop of beans this year, so that the market may not be so firm this season as last.

Beans—		
Hand picked	....	2 35
3 lb. picker	....	1 95
Peas—		
Split peas, sack, 96 lbs.	....	3 85
Whole peas, bushel	2 75	2 85
Barley—		
Pot barley, per sack 98 lbs.	....	4 75
Pearl barley, per sack 98 lbs.	....	3 65

FISH.—Fish trade keeps quite up to average. Supplies are adequate and prices steady.

Fresh salmon	....	0 16
Fresh halibut	....	0 10
Steak cod, lb.	....	0 12½
Lake Winnipeg, white fish	....	0 8½
Fresh pickerel	....	0 14
Haddock, lb.	....	0 06
Market cod	....	0 10
Finnon haddie	....	0 08
Kippers, per box	....	2 00
Lake trout, per pound	....	0 12
Boaters, per box	....	1 50
Holland herring, keg	....	0 72
Labrador herring, half barrel	4 25	4 50
Salt mackerels, kit	....	2 75

FRESH FRUITS AND VEGETABLES.—Business in green fruits is active, and the market is well supplied with a varied assortment both from East and West. There are some new lines in and some price changes.

New potatoes, bushel	....	0 50
Cocoanuts, dozen	....	1 25
Iowa apples, bbl.	....	5 00
Washington plums, crate	....	1 65
Washington peaches, crate	....	1 35
Washington pears, crate	3 25	3 50
Bananas, per bunch	2 50	3 50
Californian lemons, crate	....	10 00
Messina lemons	....	7 50
Valencia oranges	6 50	7 00
Watermelons, dozen	. .	6 50
Evaporated Cranberries	....	3 50
California plums, crate	2 00	2 50
California peaches, crate	1 35	1 50
Imported honey, box	....	5 50
California Bartlett pears	....	4 00
California cantaloupes	....	6 00
Ontario tomatoes, basket	....	0 75
Ontario peas, basket	....	1 00
B. C. crab apples, basket	....	2 25

SASKATCHEWAN MARKETS.

Regina, Sept. 3.—(Special.)—Following are the quotations on some of the leading markets in this city:—

Bacon, breakfast, per lb.	....	0 23
Beans, Ontario, per bush.	2 20	2 70
Butter, creamery, per lb.	....	0 30
Canned Goods—		
Corn, standard, per dozen	....	2 05
Peas, standard, per dozen	....	2 04
Tomatoes, standard, per dozen	....	3 25
Flour, 98s	....	2 90
Flour, 49s	....	2 95
Flour, 24s	....	3 00
Lard, 3s	....	8 95
Lard, 5s	....	8 85
Lard, 10s	....	8 75
Lard, 20s (each)	....	3 00
Rolled oats, 20s	....	0 50
Rolled oats, 40s	....	0 95
Rolled oats, 80s	....	1 85
Rolled oats, 10-8s	....	2 15
Raisins, seeded, per lb.	....	0 07
Rice, per cwt.	....	4 40
Sugar, standard, gran., per cwt.	....	5 37

NEW BRUNSWICK MARKETS.

By Wire.

St. John, N.B., Sept. 3.—Fine weather and the holiday with large crowds of visitors have been helpful to business. Dealers report increased sales locally. Collections through province are not as good as might be hoped. Markets show few changes. Another drop of 10 cents has taken place in Ontario flour, with no change in Manitoba. Dealers expect flour cheaper because of optimistic crop reports. Sugar is unchanged. Pure lard is easier and provision market firm. Butter and eggs are scarce, former coming from Montreal in large quantities. Many cases of eggs have come from P. E. Island.

Bacon, roll	0 16	0 16½
Bacon, breakfast	0 20	0 22
Beans, Austrian, bushel	2 30	2 65
Beans, yellow eye, bushel	3 75	3 80
Butter, dairy, per lb.	....	0 25
Butter, creamery, per lb.	0 26	0 28
Buckwheat, W., grey, bag	2 75	2 85
Cheese, new, lb.	0 14	0 14½
Currants, 1's, lb.	0 07¾	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	0 87½	0 90
Corn, doz.	0 97½	1 00
Peas, No. 4	0 85	0 90
Peas, No. 3	0 87½	0 90
Peas, No. 2	0 90	0 95
Peas, No. 1	1 30	1 35
Peaches, 2's, doz	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	1 97½	2 00
Strawberries	1 97½	2 00
Tomatoes	1 65	1 70
Cornmeal, gran.	....	5 25
Cornmeal, bags	....	1 80
Cornmeal, bbs.	....	3 75
Eggs, in case, 25c; hennery	0 32	0 34
Flour, Manitoba	....	6 45
Flour, Ontario	....	5 60
Lard, compound, lb.	....	0 11¾
Lard, pure, lb.	0 15¼	0 15½
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 38	0 39
Oatmeal, rolled	....	5 40
Oatmeal, std.	....	5 95
Pork, domestic mess	....	29 00
Backs, American clear, bbl.	25 00	27 50
Potatoes, barrel, new	....	1 50
Raisins, California, seeded	0 08½	0 09
Rice, per cwt.	3 60	3 70
Salmon, Case—		
Pinks, 4 doz. case	4 25	4 75
Cohoes, 4 doz. case	7 40	7 60
Sugar—		
Standard granulated	....	4 70
United Empire	....	4 60
Bright yellow	....	4 40
No. 1 yellow	....	4 20
Paris lumps	....	5 60

HOLDING THE BAD PAYS FROM STORE'S BOOKS.

(Continued from page 38.)

$3.50 now. But when it is cleared up, I shall report it fully so that my experience may be added to the records already on file.

Delayed Too Long.

Another was that of a man I have also known for a generation and whose family I also know. I was glad to have him come and buy. After he owed me $100 or over, I took the step I should have begun with and found that, while the general impression was that he would eventually pay up, he was very slow and not in any too flattering circumstances. So it goes with him. I am glad to say that he buys steadily and almost daily for cash, thus indicating that he is acting in good faith.

To get you must give. That is the keynote of such organizations and they cannot be successful on any other lines. Given this support, however, if they are wisely planned to start with, they are among the greatest boons ever met with by the retail merchant.

E. C. Matthews, grocer, Parliament Street, Toronto, in his official capacity as president of the Ontario Retail Merchants' Association attended the opening luncheon of the directors of the Canadian National Exhibition.

Why the Business Failed

In improving his personal appearance, this dealer forgot about the store being a place to display and sell goods, sanitarily.

Famine in Cornmeal is Now Threatened

Canadian Millers Fear That Supply May be Cut Off—Mill Feeds Advance One Dollar a Ton—New Ontario Flour on the Market and Lower—Western Cutting Nearly Over.

Reports from the West have continued to be as encouraging as before, and long-drawn-out anxiety over the crop is nearly at an end. By Saturday night last, says an official report, 90 per cent. of Manitoba crop had been threshed, and 70 per cent. in Alberta and Saskatchewan. So that at the present writing the Manitoba crop may be called practically safe. Reports on Wednesday of this week of wet weather drove market up slightly, with assistance of cables that Liverpool was going very strong. It is generally agreed that the quality was never better.

Mill feeds have advanced $1 a ton on the strength of the demand, and corn prices.

MONTREAL.

FLOUR.—Flour continues firm at unchanged prices. Some new wheat is already being mixed, and as the proportion of this becomes greater market on that flour will ease off; but, on the other hand, will be all the more firmly held on old wheat grades.

Wheat is declining gradually and steadily, but owing to the small amount of wheat moving as yet, and to the relationship now existing between wheat prices and prices of the different manufactured products, there is no reason to look for any price changes in flour for some considerable time. Farmers have really not started to deliver as yet, so that before wheat moves freely and grinding begins to any extent, fully a month is likely to lapse.

	Car lots, per bbl.	in bags, bbl.
Manitoba Wheat Flour—		
First patents	5 60	5 75
Second patents	5 10	5 45
Strong bakers'	4 90	5 25
Flour in cotton sacks, 10 cents per barrel more.		
Winter Wheat Flour—		
Fancy patents	5 00	5 20
90 per cent.	....	5 10
Straight roller	....	4 90
Blended flour	5 00	5 40

CEREALS. — Rolled oats continue firm, with little to indicate change. Oats have been easing off slightly, but as yet have not eased sufficiently to warrant any reduction in the manufactured product. Still some conflicting reports are being spread about new crops, but general opinion has it that crop is fair average and likely to hold prices steady.

Corn has gone up and down, and up again, and Tuesday stood only 1 cent below highest price on crop. Rain is helping crops to some extent, but market still holds very firm. Cornmeal and hominy went up 10 cents here this week.

Cornmeal—	Per 98-lb. sack
Kiln dried	2 40
Softer grades	2 30
Rolled Oats—	98s, in jute.
Small lots	2 35
25 bags or more	2 25
Rolled oats in cotton sacks, 5 cents more.	
Oatmeal—Fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.	
Rolled wheat—	100-lb. bbls.
Small lots	2 85
Hominy, per 98-lb. sack	2 40

MILL FEEDS.—Another advance of $1 all round on mill feeds this week puts prices up to $21 on bran, $23 on shorts, etc. Millers claim that they have been forced to put prices up on account of scarcity of feeds in States. At present time bran sells there for $2 to $3 per ton more, duty paid, than can be got locally, so that there is not much likelihood of prices seeing any lower level for some time.

Mill Feeds—	Car lots, per ton
Bran	21 00
Shorts	23 00
Middlings	25 00
Wheat moulee	27 00
Feed flour	33 00

TORONTO.

FLOUR.—Prices remain unchanged, although Ontario flour is due for a drop. Ontario wheat is now being milled, and buyers are getting the usual opening reductions. It is probable that the price to retailers will drop 40 to 50 cents when they start buying the new Ontario flour. Winter wheat flour, 90 per cent., is quoted by several slightly lower, averaging 20 cents a bag. Western wheat is expected to reach Ontario for milling by end of next week.

	Small lots,	in bags, per bbl.,
Manitoba Wheat Flour—		
First patent	....	5 50
Second patent	....	5 00
Strong bakers'	....	4 80
Flour in cotton sacks, 10c per bbl. more.		
Winter Wheat Flour—		
Fancy patents	5 00	5 20
90 per cent.	4 40	4 80
Straight roller	4 60	4 80
Blended flour	5 05	5 35

CEREALS.—Cornmeal has advanced another 10 cents this week. Corn situation is arousing some uneasiness in Canadian milling circles. One firm which has a carload just received has some doubts as to a further supply. In United States orders are reported to be already six weeks ahead of supply, and if the scarcity increases, shipments to Canada may be reduced greatly if not cut off entirely in favor of local orders. The only hopeful circumstance is that it is now felt that the record prices for corn are the result partly of speculation rather than the real scarcity alone, and this would adjust itself in time. Further, Argentine corn has begun to be shipped in, and, in order to retain their own market, United States holders may reduce prices to meet the invader.

Cornmeal, per 96 lb. bag—		
Kiln dried, 25 bag lots	2 20	2 30
Softer grades, 25 bag lots	1 90	1 95
Rolled oats, per 90 lb. sack, in jute—		
Small lots	2 35	2 37½
25 bags to car lots	2 25	2 30
Rolled oats in cotton sacks, 5 cents more.		
Oatmeal, standard and granulated, 10 per cent. over rolled oats in 90 S, in jute.		
Rolled Wheat—		
50 lb. boxes	....	1 50
100 lb. barrels, small lots	....	2 90
100 lb. barrels, 5 bbl. to car lots	....	2 80

MILL FEEDS.—Bran up $1 to $21, and shorts at $23, with all other mill feeds even further advanced, did not surprise the wise ones on the market. One firm advanced wheat moulee $2, and is selling nothing below 27c. Feed flour has gone up 5 cents a bag to $1.65. The corn situation mainly is responsible for this.

Mill Feeds—	Car lots.	Per ton
Bran	....	21 00
Shorts	....	23 00
Middlings	....	25 00
Wheat moulee	....	27 00
Feed flour, per bag	....	1 65

WINNIPEG.

FLOUR AND CEREALS.—There is a good domestic demand for flour, but export prices are out of line.

Best Patents,bbl.	....	5 60
Seconds	....	5 10
First Clears	....	4 20
Low grade	2 90	3 10
Jute bags 10 cents less.		
Cornmeal, 98 lbs.	....	1 95
Rolled Oats, 80 lbs.	....	1 65
Wheat granules, bale, 16.60	....	3 25
Granulated Oatmeal, 98 lbs.	....	2 15

The man who thinks it isn't worth while to pay much attention to his work because he regards the present position as merely a stepping stone to something better, will find the stepping stone too low to help him up much.

Holiday Forces Up the Price of Fruit

Everything Sold Out for Monday and Tuesday Found the Situation Temporarily Firm—Higher Prices Not Expected to Hold Any Length of Time—Good Crop of Potatoes and Prices Will Likely be Pretty Low This Season.

MONTREAL.

GREEN FRUITS.—Heavy shipping season has now begun on Canadian pears, peaches, and plums, and for next few weeks dealers look forward to marked activity. Reports as to crops are quite encouraging, and fruit arriving in excellent condition, so that all prospects are bright. First, Western grapes arrived this week and sell out at about 35 cents per 6-qt. basket. Nothing definite can yet be stated as to what crops will be, nor will it be possible to make any statement until crops are fairly well harvested owing to continual danger from exposure to frosts.

Duchess and Astrachan apples are reported scarce, so that many orders have to be turned down by dealers. Prices quoted, viz.: $5 per bbl. on No. 1's, $4 on 2's, and $3.25 on 3's indicate in concise form the exact situation.

Apples, Canadian, 11-qt. bkt.	0 50	0 65
Apples, Duchess, one grade, bbl.	....	5 00
Bananas, crate	2 00	2 75
Blueberries, Saguenay, 20 qt. box	....	2 50
Blueberries, N.B., per qt.	....	0 15
Cantaloupes, California, 45s, per crate	....	4 00
Cantaloupes, Canadian, crate, 7-9	....	1 50
Grapes, Malaga, 25 lb. box	....	3 00
Grapes, Moore's early, 6 qt.	....	0 25
Grapefruit, Jamaica, case	....	5 00
Lemons, Verdelli, case	4 25	4 50
Limes, Florida, box of 100	....	1 25
Oranges—		
Jamaicas, 126s to 250s	3 00	4 00
Sorrentos, 80s	....	2 50
Sorrentos, 160s	....	4 50
Sorrentos, 200s	....	5 00
Messina, 100s, half boxes	....	2 75
Messina, 80s, half boxes	....	2 50
Late Valencias	5 50	6 50
Pears, Gifford, Canadian, 11-qt. bkt.	....	0 75
Pears, Gifford, Canadian, 8-qt. bkt.	....	0 40
Pears, Gifford, Can., per bbl.	....	6 00
Pears, Bartlett, California, box	....	2 75
Pears, Bartlett, Can., per bbl.	....	7 00
Peaches, Clingstone, Canadian, 11-qt. bkt.	0 50	0 60
Peaches, Clingstone, Canadian, 6-qt. bkt.	0 30	0 35
Peaches, St. John, 11 qt.	....	1 00
Peaches, St. John, 6 qt.	....	0 50
Peaches, Crawfords and Elbertas, California, box	1 50	1 75
Plums, California, Wickson and Burbanks, 4 bkt. carriers	2 25	2 50
Plums, California, Tragedies, 4 bkt. carriers	....	2 50
Plums, Canadian, 11 qt. bkt.	0 40	0 50
Plums, Canadian, 6 qt. bkt.	0 25	0 30
Watermelons, 30-40 lbs., each	....	0 50

VEGETABLES.—Imported tomatoes have taken quite a slump during past week owing to Quebec crops being marketed in bushel lots on Bonsecours market. Prices now are said to be a fair indication of market for next few weeks.

Potatoes ran up to $1.25 per bag Tuesday morning owing to temporary scarcity, but are expected to fall again before end of week owing to heavier offerings from farmers' hands.

Beans, wax, per bag of 15 lbs.	0 75	1 00
Beets, new, dozen	0 30	0 35
Beans, green, per bag 25 lbs.	....	0 75
Cabbage, domestic, per doz.	....	0 50
Carrots, bunch of doz.	....	0 25
Cauliflower, per dozen	1 50	2 00
Celery, domestic, dozen	....	0 50
Corn, domestic, per 10 doz. sack	....	1 50
Cucumbers, domestic, per doz.	....	0 15
Egg plant, basket of 12	....	1 25
Lettuce, domestic, heads, doz.	....	0 40
Lettuce, Boston heads, box of 2 doz.	....	2 00
Onions—		
Egyptian, bag, of 110 lbs.	....	2 50
Spanish, per case	3 00	3 50
Red Danvers, bag	3 00	3 50
New, green, per bunch	....	0 15
Peas, domestic, per 2 bushel bag	....	1 00
Peppers, green, 11-qt. bkt.	....	0 50
Potatoes—		
Domestic, bag of 70 lbs.	1 00	1 25
Potatoes, sweet, per bbl.	....	4 50
Radishes, per dozen	0 15	0 20
Turnips, Quebec, bag	....	1 50
Turnips, Dutch, of doz.	0 25	0 35
Tomatoes, Canadian, outdoor, 11-qt. bkt.	0 40	0 50
Tomatoes, Canadian, box 33 lbs.	....	0 75
Vegetable marrow, doz.	....	1 00

TORONTO.

FRESH FRUITS.—Towards the end of last week prices sagged on fruit market but on Tuesday of this week wholesale men and commission merchants found a chance, as one of them said, "to chalk prices up a little." The holiday had cleaned everyone out and they came upon market "like hungry wolves." Anticipating a busy day some fruit men were down by 5.30 a.m., and many retailers showed up on docks before seven. Crawford peaches which had sold as low as 75 cents retail last week, held above that up to 90, and a few selected baskets went for $1.00 to $1.10. Clingstones went from 30 to 60. Plums were plentiful but slightly higher, from 30 to 60 cents.

Grapes are coming in more freely and Concords brought 30 to 40; Moore's Early, 50 cents and Red Rogers 60 to 75 cents. California dropped with larger supply of Canadian from $3.00 to $2.50. Tokay were $3.00 a case. Pears ran from 30 to 65 cents, also higher, but the competition forced Californian down 25 to 75 cents.

Canadian cantaloupes are down to 25 to 40 by the basket, with Rockefords or salmons at 50 cents for small baskets. Blueberries are almost off the market. A few baskets of crab apples started the season for this preserve and jelly fruit. Lawton berries are nearly off. A rather poor lot went as low as 4 cents.

Apples, Canadian, basket	0 25	0 40
Apples, bbl.	2 00	2 75
Bananas, per bunch	1 25	1 60
Blueberries	1 75	2 00
Cantaloupes, Canadian, crates	0 40	0 60
Cantaloupes, Canadian, baskets	0 25	0 40
Grapes, Malagas, case	....	2 50
Grapes, Canadian, basket	0 30	0 75
Oranges, California Valencias	5 50	6 25
Limes, per box of 100	....	1 50
Lemons, Verdelli, new	5 00	5 50
Peaches, California, box of 8-10 dozen	1 25	1 50
Peaches, Canadian, Crawford, large bkt	0 75	1 00
Peaches, Canadian, clingstone, large bkt.	0 30	0 60
Pears, California, Bartlett	3 00	3 50
Pears, Canadian, Bartlett	0 30	0 60
Plums, California	1 50	2 00
Plums, Canadian	0 30	0 50
Lawtonberries	0 04	0 06
Watermelons, 23 to 35 lbs.	0 40	0 50

VEGETABLES.—With exception of tomatoes, which were higher, market generally showed result of a steady supply and was lower. Holiday had cleaned out tomatoes and with smaller supply in on Tuesday prices advanced as high as 40 cents. They are expected to drop again by end of week.

Potatoes dropped to $1.10, and will go much lower yet. A large dealer told Canadian Grocer that this fall would see them at 50 to 60 cents a bag, a price which has not been seen since 1910. The crop, as reported last week, is turning out well, both in Ontario and New Brunswick. The first carload of latter reached city at end of week and opened at $1.20 a bag. This was slightly lower than last year, and besides, while they steadily advanced in 1912, they are expected to drop this year.

Beans, wax, 11 qt., per basket	....	0 35
Beets, Canadian, new, per bkt.	....	0 [illegible]
Carrots, Canadian, new, bkt.	....	0 35
Celery, domestic, doz.	0 [illegible]	0 [illegible]
Corn, new, dozen	0 08	0 13
Cucumbers, Canadian, basket	0 25	0 [illegible]
Gherkins, ½ basket	[illegible]	[illegible]
Mushrooms, per lb.	....	0 75
Onions—		
Spanish, crate	2 75	3 00
Green, bag	....	2 00
Parsley, bkt.	....	0 75
Peas, green, 11 qt. bkt.	0 50	0 60
Green peppers	0 40	0 50
Potatoes, Ontario, new, per bag	1 [illegible]	1 20
Squash, dozen	....	1 25
Tomatoes, Canadian, basket	0 30	0 40
Vegetable marrow	0 25	0 35
Water [illegible] 11-qt. basket	....	0 50

Produce & Provisions

Price of Hogs Breaks; Pure Lard Also Down

Latter considered as Only Temporary—Hogs Drop 25-35 Cents — Breakfast Bacon 1 Cent Lower—Eggs Firmer, But Butter Still Easy—Poultry Slump Continues.

The easier tone which has been threatening so long in the produce market so far as hogs, ham and bacon are concerned may have arrived at last. A slight increase in supply forced down the price of hogs from $9.65 to $9.40 on Tuesday, but it was not certain whether this would be maintained throughout the week.

A manager of a large packing house put the case thus to Canadian Grocer:

"We are suffering from a shortage in hogs such as we have not experienced in the last twenty years. There is not enough stuff to go around. There is an increasing number of packers and all want a share. That is why, for weeks past, we have been paying the highest price for hogs in the world. If they do not drop soon the American packers will come in and cut the legs from under us all. However, I do not think there will be any material drop for September. It is quite true that there is a falling off in demand for hams as compared with July and August, but the September call for jellies and backs nearly offsets this. So far as the prices of provisions are concerned packers are losing about 2c on every hog; the ham and bacon prices do not correspond; if we made them do so, the public would not buy, and we must keep our business going."

There was no meeting of the Toronto Produce Exchange on Monday as result of the holiday.

The meeting of the Canadian Produce Association, dealt with elsewhere in this issue, is very likely to have an important bearing on the future practices of the buyers in Canada as to "loss off" basis.

MONTREAL.

PROVISIONS.—Conditions on primary sources have shown quite an improvement over last week. Supplies now coming forward are ample to meet manufacturers' wants, but cause no great surplus. In short tendency amongst farmers to force hogs on market appears to have disappeared. Also owing to somewhat better demand this week meats incline to take on a firmer tone.

Pure lard also is slightly firmer, but with no change in price.

Hams—		**Per lb.**
Light, under 12 lbs.	....	0 22
Medium, 12 to 20 lbs.	0 20	0 20½
Large, 20 to 40 lbs.	....	0 19½
Backs—		
Plain, bone in	....	0 23½
Boneless	....	0 26
Peameal	....	0 26
Bacon—		
Breakfast	0 21	0 23
Roll	....	0 17
Shoulders, bone in	....	0 16
Shoulders, boneless	....	0 16½
Cooked Meats—		
Hams, boiled	0 31	0 32
Hams, roasted	....	0 32
Shoulders, boiled	....	0 27
Shoulders, roasted	....	0 28
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 80-100 lbs.	....	0 14½
Flanks, bone in, not smoked	....	0 15½
Barrelled Pork—		**Per bbl.**
Heavy short cut mess	....	31 00
Heavy short cut clear	....	31 00
Clear fat pork	....	29 00
Clear pork	....	27 00
Lard, Pure—		**Per lb.**
Tierces, 375 lbs. net	....	0 14½
Tubs, 50 lbs. net	....	0 14½
Boxes, 50 lbs. net	....	0 14½
Pails, wood, 20 lbs. net	....	0 14¾
Pails, tin, 20 lbs. gross	....	0 14½
Cases, 10-lb. tins, 60 in case	....	0 15
Cases, 3 and 5-lb. tins, 60 in case....	....	0 15¼
Bricks, 1 lb. each	....	0 15¾
Lard, Compound—		
Tierces, 375 lbs. net	....	0 11½
Tubs, 50 lbs. net	....	0 11¾
Boxes, 50 lbs. net	....	0 11½
Pails, wood, 20 lbs. net	....	0 12
Pails, tin, 20 lbs. gross	....	0 11½
Cases, 10-lb. tins, 60 in case	....	0 12¼
Cases, 3 and 5-lb. tins, 60 in case...	....	0 12½
Bricks, 1 lb. each	....	0 13¼
Hogs -		**Per cwt.**
Live, f.o.b.	9 95	10 20
Live, fed and watered	10 25	10 50
Dressed	....	14 50

BUTTER.—Again butter is advancing in the country. On Saturday, Cowansville quoted 25½, 25⅝ and 25¾ cents, an advance of about 2 to 2¼ cents. In St. Hyacinthe the movement, while not so marked, still showed an advance of 1 cent. With butter selling here at 26½ cents, dealers will naturally have to ask the public to help them out. When the advance will come is uncertain, but it is expected before end of week.

Butter—		**Per lb.**
Creamery prints, fresh	....	0 26½
Creamery solids	....	0 26
Dairy prints	....	0 23
Dairy solids	....	0 23
Separator prints	....	0 23
Separator solids	....	0 23

EGGS.—Last week's advance of 1 cent all round has been followed this week by an advance of 2 cents on new-laids only. This is due to fact that current receipts of fresh are dropping off, and also to anticipated heavier demand for new-laids from now on. Market holds firm at new level, and still shows upward tendency.

Eggs, case lots—		**Per dozen.**
New laids	....	0 34
Selects	....	0 29
No. 1s	....	0 26
No. 2s	....	0 22
Splits	....	0 21
New laid eggs, in cartons	....	0 35

CHEESE.—Small cheeses (20 lbs.) have this week advanced 1 cent to 14½. Owing to factories all turning to large, a scarcity has been noted in small cheeses, so that prices to dealers have risen during past week from 12¼ to 13 to 13¼ cents. As soon as price goes up a little higher, makers will again turn attention to manufacturing the 20-lb. size, so that an early readjustment in prices may be anticipated.

Cheese, White or Colored—		
Large	0 13¾	0 15
Strong	....	0 16½—0 17
Twins	0 14	0 15¼
20 lb., new	0 14½	....
Stilton	....	0 17

POULTRY.—Poultry market is quiet, and owing to heavier receipts a decline of 1 cent per lb. has been registered in ducks and fowl, both live and dressed. As it is still too early to begin packing, dealers have had no choice other than to cut old price.

Frozen stock is now pretty well done, so that it is expected that in another week all will be cleared out except a few turkeys and geese.

Frozen Stock, Dressed—		**Per lb.**
Chickens	0 21	0 24
Ducks	....	0 22
Fowl	....	0 18
Turkeys	0 23	0 24
Fresh Stock—		
Broilers, spring, live	0 22	0 24
Broilers, spring, 3 lb. pr., dressed....	....	1 25
Ducks, spring, dressed	0 26	0 28
Ducks, old, dressed	0 14	0 15
Ducks, old, live	0 12	0 13
Fowl, live	0 15	0 16
Fowl, dressed	0 19	0 20
Turkeys, old Tom, dressed	0 22	0 23

HONEY.—Some Jamaica honey still left from last year is being brought forward to fill incoming orders. Dealers are not at all anxious to stock up at prices quoted by Canadian manufacturers, and claim that should no change

be made they will again import stocks to meet their winter trade.

Buckwheat honey should be on market in two weeks now.

White Clover Honey—	Per lb.
Barrels	0 12½
Tins, 30 lbs.	0 12½
Tins, 5 and 10 lbs.	0 13

TORONTO.

PROVISIONS.—The drop in bacon was limited to one cent on breakfast; and in hams to ½ cent on medium. The 25-cent fall in live hogs sufficed to bring the "fed and watered" under the $10 market where it had remained for several weeks.

The tug-of-war in the case of hams and bacon has begun: the demand is lessened with closing of summer outings, but the high price of hogs tends, of course, to keep the prices of the products up. The drop this week in bacon has hardly discounted the lower price of hogs, but they may not remain lower long enough to give the rest a chance to drop.

The accumulation of lard caused prices to drop ¼ cent on pure lard. The tendency, however, with a heavier demand in the fall, will be for a slightly higher rate.

Hams—		
Light, per lb.	....	0 22
Medium, per lb.	0 21½	0 22
Large, per lb.	0 20	0 20½
Backs—		
Plain, per lb.	0 24	0 24½
Boneless, per lb.	0 25½	0 25½
Pea meal, per lb.	0 24½	0 25½
Bacon—		
Breakfast, per lb.	0 20	0 21
Roll, per lb.	....	0 17
Shoulders, per lb.	0 15	0 15½
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 15¾	0 16
Long clear bacon, heavy	0 15	0 15¾
Cooked Meats—		
Hams, boiled, per lb.	....	0 31
Hams, roast, per lb.	....	0 31
Shoulders, boiled, per lb.	....	0 22½
Shoulders, roast, per lb.	....	0 23½
Barrelled Pork—		
Heavy mess pork, per bbl.	24 00	25 00
Short cut, per bbl.	28 50	29 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 13¾	0 14
Tubs, 60 lbs., per lb.	0 14	0 14¼
Pails, 20 lbs., per lb.	....	0 14½
Pails, 3 and 5 lbs., per lb.	....	0 15¼
Bricks, 1 lb., per lb.	....	0 15½
Lard, Compound—		
Tierces, 400 lbs., per lb	0 11	0 11¼
Tubs, 60 lbs., per lb.	0 11¼	0 11½
Pails, 20 lbs., per lb.	0 11½	0 11¾
Hogs—		
Live, f.o.b., per cwt.	....	9 40
Live, fed and watered, per cwt.	9 75	10 00
Dressed, per cwt.	13 75	14 00

BUTTER.—Prices are easier again in butter this week. There are heavy holdings and New Zealand butter holds sway in British Columbia and even farther east. Quotations are unchanged while the supply holds good with pastures recovering rapidly.

Butter—	Per lb.	
Creamery prints, fresh	0 27	0 28
Creamery solids	0 24	0 25
Dairy prints, choice	0 22	0 24
Dairy solids	0 20	0 22
Separator prints	0 23	0 26
Separator solids	0 21	0 22

EGGS.—The market is slightly firmer this week with supplies improving in quality. The deliveries are sufficient to care for the requirements.

Eggs, case lots—	Per dozen.	
Selected new laid	0 26	0 28
Selected, new laid, in cartons	....	0 30
Fresh gathered	0 25	0 26
No. 2's	0 18	0 20
Splits	0 17	0 18

CHEESE. — The cheese market continues in much the dormant condition it has been for weeks. Outside markets in Ontario and Quebec are slightly higher.

Cheese—		
Old, large	0 14¾	0 15
Old, twins	0 15	0 15¼
New, large	0 14¼	0 14½
New, twins	0 14¾	0 15

HONEY.—Buckwheat has reached the market and is selling at 9 cents in tins and 8 cents for barrel lots. In 60-lb. tins for clover 11 to 11½ is asked, with 10½ as the usual bid and 10½ and 10 cents respectively for large quantities. Comb honey runs from $2.50 to $3.25 per dozen.

POULTRY.—That "Exhibition" expectation of higher prices on the part of many "growers" was dashed even more cruelly this week. Broilers which dropped two cents last week were down another cent this week, and fowl fell to 12 cents for live, and 13 to 14 for dressed. A dealer even tells of some hotels cutting out almost entirely their Saturday orders, preferring to give their transient guests a cheaper menu than poultry.

Frozen Stock—	Per lb.	
Broilers, dressed	0 22	0 25
Chicks, milk fed, dressed	....	0 25
Chickens, dressed	0 20	0 22
Ducks, dressed	0 16	0 20
Fowl, dressed	0 17	0 18
Turkeys, dressed	0 24	0 25

Fresh Stock—	Live.	Dressed.
Broilers, spring	0 15	0 20
Ducks, spring	0 12	0 15—0 16
Fowl	0 12	0 13—0 14
Turkeys, old Tom	0 14—0 18	0 18—0 20

WINNIPEG.

PRODUCE AND PROVISIONS.—Some lines of cured meats have been slightly reduced in price. Butter and eggs are steady. Lard firm. Cheese prices are up.

Cured Meats—		
Hams per ,b.	0 19	0 21½
Shoulders, per lb.	....	0 15
Bacon, per lb.	0 20½	0 22½
Long clear, D.S., per lb.	....	0 14½
Mess pork, bbl.	....	28 00
Lard—		
Tierces, per lb.	....	0 13
50 lb. tubs	....	6 60
20 lb. pails	....	2 70
3 lb. tins, cases	....	8 40
5 lb. tins, cases	....	8 32
Butter—		
Creamery, per lb.	0 27	0 29
Dairy, per lb.	0 17	0 22
Cheese—		
Ontario, large, per lb.	....	0 15¾
Ontario, twins, per lb.	....	0 16

Fine or Coarse Ground Coffee, Which?

Should the Retailer Recommend the One or the Other—Coffee Authority Says Its All in the Way the Coffee is Made — If Boiled the Coarse Ground is the Better — Some Suggestions on Making Coffee.

Editor Canadian Grocer, — Some merchants recommend to their customers coffee ground fine. Others recommend it ground coarse. Please advise us in Canadian Grocer which is the correct course for the merchant to follow in educating his customers.

Ridgeville, Ont. F. C. WILLIAMS.

Editorial Note. — Canadian Grocer took this question up with an authority on coffee and some interesting points were brought out in the conversation. "If the coffee," he said, "is made in an ordinary coffee pot without any percolator and where it is allowed to boil a little, then the coffee should be on the coarse side.

"If on the other hand a percolator is used and the ground coffee is not permitted to boil a finer grade produces better results. Coffee that has been ground fine should not be boiled. That makes it bitter and of a muddy color."

"How much coffee should be used to each cup to give best results?" was asked.

"A tablespoonful," was the reply. "A teaspoonful to one cup is not sufficient and good coffee cannot be made with it."

"Is it necessary to use the white of an egg to settle the grounds?" was another question.

"No, it is not," said the coffee man. "A little bit of cold water thrown in the coffee pot carries all grounds to the bottom and produces the same results as the egg."

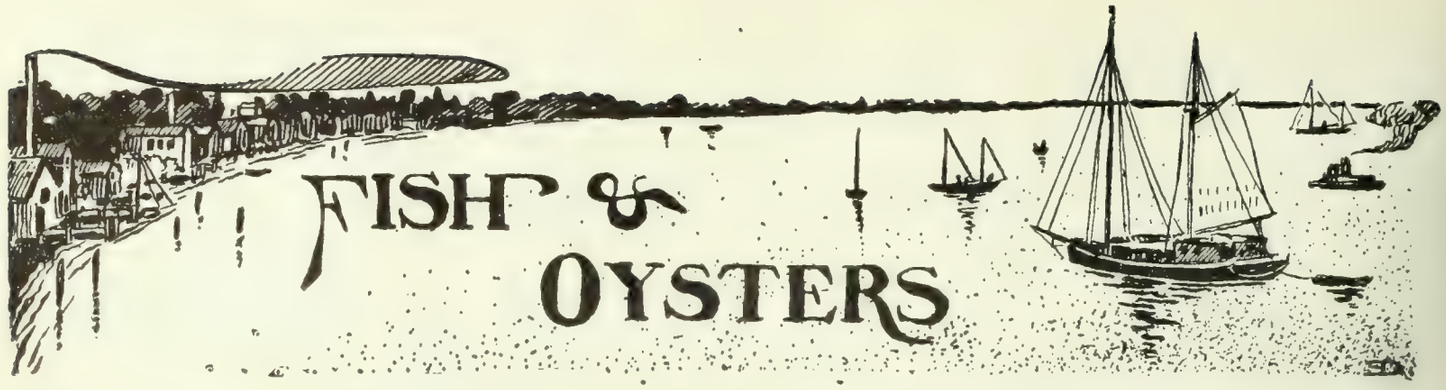
It was further pointed out that an absolutely clean coffee pot is essential to good coffee. If the interior is chipping off, for instance, it should be thrown away. Coffee should not be allowed to boil for long. The moment it begins to boil up it should be removed from the fire.

From the above, therefore, it would appear that the grocer should determine how each customer makes her coffee and then recommend the coarse or fine ground. As the average woman, however, makes her coffee with an ordinary coffee pot the coarse ground would have a greater sale.

EVAPORATED BANANAS.

A New Food That is Being Introduced to the Canadian Market.

The evaporated or dehydrated banana has found its way to Canada. It was shown for the first time at the Canadian National Exhibition by the Jamaica Banana Fig. Co. of Kingston, Jamaica. It is done up in a tissue paper package. When the water is evaporated the bananas look much like figs and are called "banana figs." They are used for eating as they are, for dessert with cream and for cooking just as the ordinary banana inside the yellow peeling.



Oyster Season Opens With Quality Good

Price Exactly Same as Year Ago—Advance in Halibut at Montreal—White and Trout Firmer—Kippered Herring a Little Cheaper Than Year Ago—Greater Activity in Pickled and Salted Fish.

MONTREAL.

FISH. One of the features of the market this week is advance of 1 cent per lb. in fresh halibut. At this season of the year such an advance is customary owing to scarcity of this fish on the banks. This scarcity necessitates boats being detained longer, hence the increase in the cost of the fish.

At present there is much speculation on this market with regard to price of frozen halibut. Usually by September all big contracts are placed, but so far this year the greater number have not been put through. While the producer is claiming that the initial price is a little higher, and the demand on the increase, there is a feature, however, which makes an argument in favor of the buyer. This is that the yield this season has been considerably higher than last, and from the buyer's standpoint this ought to put the price as low if not lower than that of last year. The opening price has been put up fully 20 per cent. higher than last year's, but already a reduction of 10 per cent. has taken place, and local trade believes that as time goes on prices will fall still lower.

Frozen salmon holds firm, owing to the deceptive crop, and orders are now being placed without discrimination.

There is a little more activity being shown in pickled and salted fish, owing to three fast days coming in the middle of this month. These are September 17, 19 and 20, Autumn Ember Days. To provide for these days dealers expect orders for supplies of all kinds of preserved fish from all outside dealers.

Pickled salmon is offered now in good supply and in fairly round lots. Pickled mackerel is exceptionally low this year. Some good-sized and fat fish have been marked to distributors at as low a rate as $8.50 to $9 per bbl. Green cod is starting to move, but owing to poor fishing, stocks held are light so far. Pickled herrings are in good supply, and prices range much same as last season. Large quantities are now beginning to move towards Eastern markets.

Warm weather is inclined to interfere with sales of bulk and shell oysters. First shipments new Malpeque oysters arrived this week—or approximately a month earlier than in former years.

Fresh Stock—		
Bluefish, per lb.	0 15	0 16
Carp, 100 lb. boxes, per lb.	0 10	0 11
Cod, market, 250 lb. cases, per lb.		[illegible]
Doree, 100 and 150 lb. cases, per lb.	0 13	0 14
Flounders, per lb.	0 06	0 07
Frogs legs, large, per lb.	....	0 50
Frogs legs, small, per lb.	....	0 25
Haddock, per lb.	0 05	0 06
Halibut, per lb.	0 12	0 13
Herring, per 100 fish, large	....	3 00
Mackerel, 1½ lb. fish, each	....	0 15
Perch, dressed, per lb.	0 [illegible]	[illegible]
Pike, dressed, per lb.	0 08	0 09
Salmon, B.C., per lb.	0 13	0 15
Salmon, Gaspe, per lb.	0 20	0 22
Steak cod, per lb.	....	0 07
Smelts, per lb.	....	[illegible]
Sword fish, per lb.	0 09	0 10
Trout, brook, per lb.	....	0 30
Trout, lake, per lb.	0 11	0 12
Turtles, small, per lb.	....	0 15
Whitefish, per lb.	0 12	0 13
Shell Fish, Fresh—		
Clams, per barrel	....	7 00
Crab meats, per gal.	....	[illegible]
Lobsters, live, per lb.	....	0 28
Lobsters, boiler, per lb.	....	0 30
Meats, bulk, standards, gal., $1.50; selects	....	1 80
Meats, solid, standards, gal., $1.80; selects	....	2 00
Oysters, Cape Cod, shell	....	12 00
Periwinkles, per bushel	....	2 50
Prawns, per gal.	....	2 00
Scallops, per gal.	....	2 75
Shrimps, per gal.	....	2 00
Frozen Stock—		
Haddock, per lb.	0 04	0 05
Herring, per 100 fish	....	1 50
Pike, per lb.	....	0 06
Smelts, fancy, per lb.	0 12	0 13
Smelts, No. 1, per lb.	0 08	0 09
Salmon, fancy, Spring, per lb.	0 14	0 15
Salmon, Gaspe, per lb.	0 15	0 16
Salmon, Qualla, per lb.	0 07½	0 08
Whitefish, per lb.	0 07	0 10
Prepared Stock—		
Boneless fish, 20 lb. pkgs.	0 07	0 08
Cod, pure, cs. of 20 tablets, per lb.	....	0 10½
Cod, pure, 3 lb. box, per lb.	....	0 15
Cod, boneless strip, 30 lb. box, lb.	....	0 10
Cod, boneless strip, 2 lb. blks., in 20 lb. pkgs., lb.	0 07	0 08
Cod, shredded, box of 2 doz.	....	1 80
Cod, skinned, per 100 lb. box	....	6 00
Cod, dried, per 100 lb. bundle	....	6 50
Pollock, dried, per 100 lb. bundle	....	6 00
Salted and Pickled Stock—		
Cod, green, ordinary, per 200-lb. bbl.	7 00	8 00
Cod, green, white napes, per 200-lb. bbl	8 00	9 00
Haddock, No. 1, green, per 200 lbs.	5 00	6 00
Herring, Gaspe, No. 1, ½ bbls., $2.75; bbls.	....	5 00
Herring, Holland, per keg, 75c; per ½ bbl., $5.00 to $6.00; per bbl	9 00	10 00
Herring, Labrador, ½ bbl., $3.25, bbl.	....	5 75
Herring, Scotch, keg of 12 lbs. net, $1.25 to $1.35; ½ bbl.	....	7 00
Mackerel, No. 1, 20 lb. kits, $1.75 ½ bbl., $7.00, bbl.	...	14 00
Salmon, Labrador ½ bbl., $8.00 to $9.00, bbl.	15 00	16 00
Trout, lake, kegs	....	7 00

TORONTO.

OYSTERS. — The oyster season has begun according to the old rule of months with an "r," and has been recognized pretty well throughout Ontario. Shipments are coming in every day and are said to be of as fine quality as those received late last season. In Toronto several stores are carrying oysters, and some restaurants are featuring them on their bills of fare. A number of towns are also making a fair demand. The prices will be about same as last year. Shell oysters are also coming in, and the price to the retailer is $8 to $8.50 per bbl., exactly the same as in 1912.

FISH.—B.C. salmon prices are down at last as a result of liberal catch and this week are quoted at 15 and 16 cents. The continued scarcity of whitefish and trout has raised the price—during Exhibition at least—to 12 cents.

The first shipment of smoked fish of the new catch has arrived in Toronto, kippered herring. The price is $1.30, which is 5 cents less than the opening one year ago.

The demand last week and this has been very large owing to the influx of visitors. Fish has been made a prominent part of the lunches in many restaurants and private houses.

Frozen Stock—		
Roe shad, weight 3 lbs., each	1 00	1 25
Whitefish, per lb.	0 09	0 10
Fresh Caught—		
Haddock, per lb.	0 06½	0 07
Halibut, per lb.	0 10	0 11
Herring, per lb.	0 05	0 06
Mackerel, weighing 1½-3 lbs., each	0 15	0 25
Pickerel, yellow, per lb.	....	0 12
Pike, per lb.	0 06	0 08
Roe shad, weight 3 lbs., each	1 00	1 50
Salmon, B.C., per lb.	0 15	0 16
Steak, cod, per lb.	0 07	0 08
Trout, per lb.		0 12
Whitefish, per lb.	....	0 12
Smoked—		
Finnan haddie, per lb.	....	0 08
Kippers, new, box of 40	....	1 30
Bloaters, box of 60	....	1 25
Prepared—		
Cod, 1 lb. tablets, case of 20	....	2 00
Salted and Pickled—		
Herring, Holland, per keg	....	0 60

HALIFAX, N.S.

FISH. — Markets are now becoming more active. The foreign demand has improved. A vessel which will sail from here next week for Brazil, is taking a cargo valued at $70,000, one of the largest of the kind.

Fat herring are arriving in considerable quantities and quality is good. Run of small mackerel is about over.

SEALSHIPTICASE
SEALSHIPT
OYSTERS
Direct from the Oyster bed free from water ice or preservative
A pure food natural flavor and freshness guaranteed
Use licensed by Sealshipt Oyster System

The business of the "SEALSHIPT" Oyster System's Canadian Branch has been taken over by us. We can fill all orders promptly for "SEALSHIPT" Oysters or equipment.

Proper Care

The proper care of oysters is something not always well understood. It is essential that the receptacle holding your oysters be kept in ice. It is necessary to maintain a low temperature particularly in the early part of the season. The receptacle should be thoroughly scalded and aired before the oysters are put in. If the stock is then kept well iced they are delivered to the dealer with the necessary tang to bring you repeat orders.

There is Federal Legislation prohibiting the use of ice or water in direct contact with the oysters, so that any dealer cheapening his product by the use of water is leaving himself liable to prosecution. This practice, however, is practically a thing of the past as dealers are realizing that they have got to put their stock out in the best possible condiion and charge a price to afford their doing so. The retailer in quoting his price to the trade, we believe, will find it advisable to quote pints instead of quoting quarts. The most of your sales are probably in pints and it does not sound as high as the quart price.

There is no food to-day that is more entitled to prominence by the retailer than oysters. In confirmation of this we are pleased to quote Professor Frederick P. Gorham, Associate Professor of Biology at Brown University, and Sanitary Expert of the Rhode Island Shell Fish Commission, as follows:—

"There is no reason to-day why we should not give the oyster a prominent place in our dietary, as a cheap, delicious, nutritious, healthful and pure food product."

As an exclusive oyster house we claim to be better equipped to serve you to your satisfaction than the ordinary source of supply. We can furnish either "Coast Sealed" or "Sealshipt" oysters as you prefer. There is nothing better grown than the stock we are shipping, which is all from Northern waters and is the run of shucking from four year old stock.

CONNECTICUT OYSTER CO.

"Canada's Exclusive Oyster House"

50 JARVIS ST. TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ..each	0 04
100 books and over, each.	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancacke Flour per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black Currant	2 00
Red Currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½
Jellies.	
Red currant	2 00
Black Currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55
Marmalade.	
Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz..	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz...	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb. ..	0 20
Soluble, bulk, No. 2, lb. ..	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size 2 doz. in box, doz...	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 25
Diamond, ¼'s, 6 and 12-lb. boxes	0 26
Icings for Cake—	
Chocolate, white, pink, lemon orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz...	0 90
Chocolate Confections—per lb.	
Maple buds, 5-lb. boxes	0 37
Milk medallions, 5-lb. bxs.	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 26
Nonpareil wafers, No. 1, 5-lb. boxes	0 31
Nonpareil Wafers, No. 2, 5-lb. boxes	0 26
Chocolate ginger, 5-lb. bxs.	0 31
Milk chocolate wafers, 5-lb. boxes	0 37
Coffee drops, 5-lb. boxes	0 37
Lunch bars, 5-lb. boxes	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box.	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 5c bars, 24 bars, per box	0 85
Almond nut bars, 4 bars, per box	0 85

EPPS'S.

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau Montreal; J. W. Gorham & Co., Halifax, N. S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 90
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s..	0 26
" Vanilla sticks, per grs.	1 00
" Diamond chocolate, ½s.	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 34c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; Cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 21c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b Montreal

ROYAL

BAKING POWDER

Absolutely Pure

The only baking powder made with Royal Grape Cream of Tartar

No Alum, No Lime Phosphate

ALL grocers should carry a Full Stock of Royal Baking Powder.

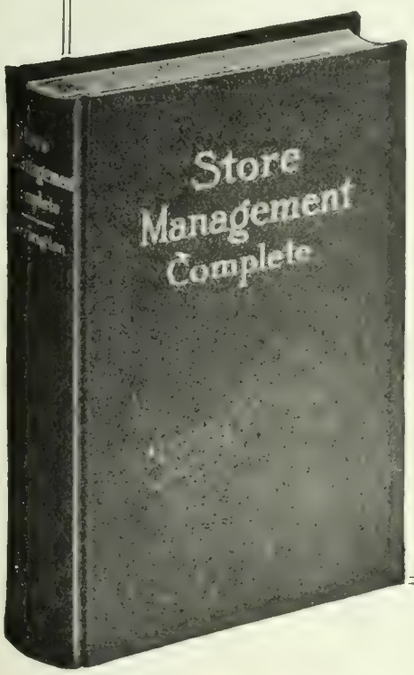
It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

THERE IS NO SUBSTITUTE

ARE YOU THE MAN AT THE HELM?

Are you running your ship of business along the shortest and safest course to the harbor of success? Or are you going a roundabout way, scratching and scraping along the rocks of loss and failure.

Get in the right course, be on the lookout for new thoughts, ideas, schemes, etc., and you will have a successful run.



STORE MANAGEMENT COMPLETE

is a guide that will show you how to get the maximum trade and profit out of your business. This book is written by Frank Farrington (a companion book to "Retail Advertising Complete.") It tells all about the management of a store. The following is a synopsis of one of the chapters:

CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivery goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

"Store Management—Complete" is bound in cloth, contains 272 pages, 16 full page illustrations, and 13 chapters. $1.00 brings this book to you postpaid. Money refunded within 10 days if not satisfactory.

Absolutely New **Just Published**

TECHNICAL BOOK DEPARTMENT
MacLean Publishing Co.
143-149 University Avenue **TORONTO**

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case.
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 doz.	5 40
Gold Seal Brand, ea. 4 doz.	5 25
Mayflower Brand, ea. 4 doz.	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz.	4 75
Clover Brand, ea. 4 doz.	4 75

Evaporated (Unsweetened)—

St. Charles Brand, small, ea. 4 dozen	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 dozen	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, ea. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50lb. case.

Terms—Net 30 days prepaid.

FLAVORING EXTRACTS.

SHIRRIFF'S

Quintessential.

1 oz. (all flavors) doz.	1 05
2 oz. (all flavors) doz.	2 00
2½ oz. (all flavors) doz.	2 30
4 oz. (all flavors doz.	3 50
5 oz. (all flavors) doz.	4 50
8 oz. (all flavors) doz.	6 50
16 oz. (all flavors) doz.	12 00
32 oz. (all flavors) doz.	22 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottles (retail at 50c)	4 50
4 oz. bottles (retail at 90)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS

IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ⅓ doz. in case	6 50

LAPORTE, MARTIN, LIMITEE.

Montreal Agencies.

BASIN DE VICHY WATERS.

L'Admirable, 50 qts., cs.	5 00

VICHY LEMONADES.

La Savoureuse Champenoise Cork 50 qts., cs.	8 00
50 pts., cs.	5 00
La Savoureuse "Claret Brown." 100 pts., cs.	9 00
St. Nicholas Champenoise Corks. 50 qts., cs.	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. Olive Oil.

Cs. 25 11 lb. bars, lb.	0 08½
Cs. 200 3½ lb. pieces, cs.	4 00
Cs. 12 3 lb. bars, lb.	0 10½
Cs. 50 ¾ lb. pieces, cs.	3 75
Cs. 50 1 lb. sq. pieces, cs.	4 50
Cs. 50 1 lb. long pieces, cs	4 50
Cs. 200 300 grs. pieces, cs	12 00
Cs. 100 300 grs. pieces, cs	6 00
Cs. 200 200 grs. pieces, cs	7 50

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals. Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 90

Motts Golden Russett—

Sparkling Cider, 12 qts.	4 50
Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 sp.	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal.

Imported Peas "Soleil"

	Per case
Extra Fins, 50 1 kilo	14 50
Extra Fins, 100 ½ kilo.	15 00
Tres Fins, 100 ½ kilo	13 50
Fins, 100 ½ kilo	11 50
Mi-Fins, 100 ½ kilo	11 00
Moyens No. 2 100 ½ kilo.	9 50
Moyens No. 3, 100 ½ kilo.	9 00
Fins 1 Frs Petit & Cie, 100 ½ kilo	10 00
Moyens, 1 Frs. Petit & Cie, 100 ½ kilo	7 50

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25
Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ⅛ gal.	2 60

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases, 4 doz. each, flats, per case	5 40
Cases, 4 doz each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases, 3 lbs., 20 to case.	0 11¼
Cases, 5 lbs., 12 to case.	0 11⅛
Cases, 10 lbs., 6 to case.	0 11

F.O.B. Montreal.

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case).	$1.90	$1.80
2 lb. glass (1 dz case).	3.20	3.00
4 lb. tin (1 dz case).	5.50	5.35
7 lb. tin (½ dz case).	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case).	$1.60	$1.55
2 lb. glass (1 dz case).	2.80	2.70
4 lb. tin (1 dz case).	4.80	4.65
7 lb. tin (½ dz case).	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45
	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

VERMICELLI AND MACARONI

C. H. CATELLI CO., LIMITED.

Hirondelle Brand

	1 lb. pkgs.	Loose
Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs. cases.	7	6½
Egg noodles, case 10 lbs. loose; case 60 pkgs, ½ lb. each.	7½	7

Marguerite Brand.

Same assortment as above	6½	6
Egg noodles in 10 lb. cases, loose, in 60 pkgs., ½ lb. each.	7	6½

Catelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lbs. (loose)	5½
30 lb. cases, 1. lb. packages	6

Terms, Net 30 days.

D. SPINELLI CO., Registered.

Globe Brand.

Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Alphabets 30 lb. case	7	6½

Spinelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lb. cases (loose)	5½
30 lb. cases, 1 lb. pkgs.	6

Terms—Net, 30 days.

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap GENUINE. Packed 100 bars to case.

FELS NAPTHA.

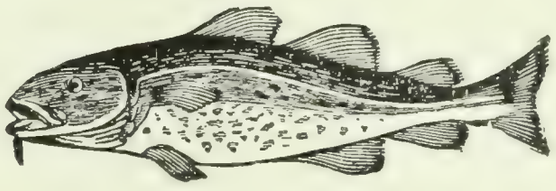
Prices—Ontario and Quebec:

Less than 5 cases	$ 5.00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 80
1 gall., doz.	19 20
1-16 gall., gross lot	20 00

Better Fish More Sales



A 54-page beautifully illustrated book, showing the fish in the various stages between the sea and the table will be mailed to you free of charge upon request. This book contains an invaluable fund of information on **How to Handle Fish** in order to reap the maximum profits. It tells you how to eliminate the losses and increase the profits. It gives you the "tricks of the trade" that enable the experienced fish man to make his store so attractive and profitable. Don't delay. Send for your copy to-day.

MORE SALES

will result from displaying the attractive, transparent signs which we will furnish you. There are **FIVE** in the series, and each one is a proven sales getter. They will boost your sales of

The Choicest and Best Brands of Fish on the Market To-day

OCEAN BRAND—Haddies, Fillets, Kippers, Bloaters

CANADA BRAND—Pure Boneless Cod Fish

SKINLESS FISH—Eastern Fifties and Hundreds

LARGE DRIED CODFISH BY THE QUINTAIL
LARGE FAT JULY SALT HERRING BY CAR

For purity, tastiness and delicacy the above brands are absolutely in a class by themselves. Don't give your customers anything but the best. In other words let us fill your wants.

The North Atlantic Fisheries Limited

Head Office:
HALIFAX, N. S.

Selling Branch:
47 William St., MONTREAL

P. S. Don't forget to send for Book and the Five Signs.

"SOCLEAN."

THE DUSTLESS SWEEPING COMPOUND.

25c Pail, 2 doz. in case (4½ lbs.) enlarged size $4 50
40c Pail, formerly 50c, 2 doz. in case (8 lbs.) 7 20
75c Pail, formerly $1.00, 1 doz. in case (17 lbs.).... 6 75

"ANTI-DUST" SWEEPING POWDER.

2 lb. tins, 3 doz. crates, doz. 1 40
5 lb. tins, 1 and 2 doz., crates, per doz. 3 90

STARCH.

THE CANADA STARCH CO., LTD.

EDWARDSBURG BRANDS

and

BRANTFORD BRANDS.

Boxes.	Cents
Laundry Starches—	
40 lbs. Canada Laundry....	.05¾
40 lbs., Boxes Canada white gloss, 1 lb. pkgs.....	.06¼
48 lbs., No. 1 white or blue, 4 lb. cartons	.06¾
48 lbs., No. 1 white or blue, 3 lb. cartons	.06¾
100 lbs., kegs, No. 1 white.	.06¼
200 lbs., bbls., No. 1 white	.06¼
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs.	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label	.07½
40 lbs. Benson's Enamel (cold water), per case....	3 00
20 lbs. Benson's Enamel (cold water), per case.....	1 50
Celluloid—boxes containing 45 cartons, per case.....	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch ..... (20-lb. boxes ¼c higher.)	.05¼
Casco Potato Flour, 20-lb. boxes, per lb.	.10

BRANTFORD STARCH.
Ontario and Quebec.

Laundry Starches—

Canada Laundry—
Boxes about 40 lbs. ..... .05½

Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs. ..... .06

First Quality White Laundry—
3-lb. canisters, cs of 48 lbs .06½
Barrels, 200 lbs. ..... .06
Kegs, 100 lbs. ..... .06

Lily White Gloss—
1-lb. fancy cartons, cases 30 lbs. ..... .07½
6-lb. toy trunks, lock and key, 8 in case ..... .08
6-lb. toy drum, with drumsticks, 2 in case..... .07¾
Kegs, extra large crystals, 100 lbs. ..... .07

Canadian Electric Starch—
Boxes containing 40 fancy pkgs., per case 3 00

Celluloid Starch—
Boxes containing 45 cartons, per case 3 60

Culinary Starches—

Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .05¼

Brantford Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .07½

"Crystal Maize" Corn Starch—
1-lb. pkts., boxes of 40 lbs. .07½
(20-lb. boxes ¼c higher than (40's.)

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per case, $4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz., per case, $6.50; 16-oz. tins, 3 doz. per case, $6.75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.

Individuals, 45c per dozen.

Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz. 0 90
Clear soups, in stone jars, 5 varieties, doz. 1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.

Case of ½-lb., containing 120 packages, per box, $3.00.

Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

THE CANADA STARCH CO., LTD.

CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case... 2 40
5-lb. tins, 1 doz. in case... 2 75
10-lb. tins, ½ doz. in case. 2 65
20-lb. tins, ¼ doz. in case. 2 60
Barrels, 700 lbs. 3¼
Half barrels, 350 ..... 3½
Quarter barrels, 175 ..... 3¾
Pails, 38½ 1 75
Pails, 25 lbs. each 1 25

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case... 2 75
5-lb. tins, 1 doz. in case... 3 10
10-lb. tins, ½ doz. in case. 3 00
20-lb. tins, ¼ doz. in case. 2 95
(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND CORN AND MAPLE SYRUP.

Quart tins (wine measure) 2 doz. in case, per case.. 4 70

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.

2s., Tins, 2 doz. to case.
Quebec, per case .....$ 1 85
Ontario, per case 1 90
Manitoba, per case 2 30
Saskatchewan, per case.... 2 60
Alberta, per case 2 70
British Columbia, per case 2 40

DOMOLCO BRAND.

2s., Tins, 2 doz. to case.
Quebec & Ontario, per case 2 60
Manitoba, per case 3 00
Saskatchewan, per case ... 3 20
Alberta, per case 3 30
British Columbia, per case. 3 10

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz. .....$ 0 90
Pint bottles, 3 doz., cases, doz. 1 75

H. P.

H. P. Sauce—	Per doz.
Cases of 3 dozen	$1 90
H. P. Pickles—	
Cases of 2 doz. pints.....	3 35
Cases of 3 doz. ½-pints..	2 25

STOVE POLISH.

JAMES DOME BLACK LEAD.
6a size, gross .....$ 2 40
2a size, gross 2 50

NUGGET POLISHES.	Doz.
Polish, Black and Tan	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleaner	1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s...	45
Black Watch, 12s	45
Bobs, 5's and 10's	39
Bully, 6s	44
Currency, 6½s and 12s	39
Stag, 5 1-3 to lb.....	39
Old Fox, 6 lb. boxes	40
Pay Roll Bars, 7½s	59
Pay Roll, 7s	59
War Horse, 6s	42
Plug Smoking, Shamrock, 6s, plug or bar	45
Rosebud Plug, 7s	50
Empire, 6s and 12s.....	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking — Great West Pouches, 8s	59
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO.
East of Winnipeg.

	Wholesale	R't'l
Brown Label, 1s and ½s	.25	.30
Green Label, 1s and ½s	.27	.35
Blue Label, 1s, ½s, ¼s, and ⅛s	.30	.40
Red Label, 1s and ½s ..	.36	.50
Gold Label, ½s	.44	.60
Red-Gold Label, ½s	.55	80

LUDELLA CEYLON TEA.

Orange Label, ½s	.24	.30
Brown Label, ½s and 1s.	.28	.40
Brown Label, ¼s	.30	.40
Green Label, ½s and 1s	.35	.58
Red Label, ½s	.40	.60

MELAGAMA TEA.
MINTO BROS.

45 Front St. East.
We pack in 60 and 100-lb. cases.
All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½	.25	.30
Red Label, 1-lb. or ½...	.27	.35
Green Label, 1s, ½ or ¼	.30	.40
Blue Label, 1s, ½ or ¼.	.35	.50
Yellow Label, 1s, ½ or ¼	.40	.60
Purple Label, ¼ only...	.55	.80
Gold Label, ¼ only	.70	1.00

JAMS AND JELLIES.
T. UPTON & CO.

Pure Fruit Jams—Raspberry & apple, Strawberry and apple, peach and apple, plum and apple, red currant and apple, black currant and apple, cherry and apple, apricot and apple, gooseberry and apple, huckleberry and apple, fig and apple, 12 oz. glass jars, 2 dozen in case $1.00 per doz.; No. 2 tins, 2 dozen in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37 1-2c. per pail; No. 7 tin pails, 6 pails in crate, 52 1-2c. per pail; No. 7 wood pails, 6 pails in crate, 52 1-2c per pail; 30 lb. wood pails, 7 1-4c. per lb.

Packed in assorted cases or crates if desired.

Pure Fruit Jellies — Raspberry, strawberry, black currant, red currant and pineapple flavors, 9 - oz. glass tumblers, 2 doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, $1.[illegible] per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; No. 7, tin pails 6 in. crate, 52½c; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.
WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per dozen $0 90

List Price.

"Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages 1 15

MANUFACTURERS

Producers Importers Canadian Agents

have you the facilities in the West for marketing your goods in this vast and wealthy country? If your goods can be sold in Canada we guarantee to sell them in the West with our highly efficient sales force covering every inch of the Western territory, and with our five immense warehouses centrally located we guarantee to give prompt service.

There's money in the West and your goods are wanted. Write to us for terms. WRITE TO-DAY.

Nicholson & Bain

Wholesale Commission Merchants and Brokers

Winnipeg, Man.

Branches: REGINA, SASKATOON, EDMONTON, CALGARY, LETHBRIDGE

BACON

Do not forget to put a piece of "Star Brand" English Bacon in the order for your customer when going to Camp or Summer Home. Boneless Bacon is the best and at the same time the cheapest line of either fresh or cured meats and will not fail to give your customer the best of Satisfaction.

Made under Government inspection.

F. W. FEARMAN CO.
LIMITED
HAMILTON
Established 1854

NOW
is the time to think of

MINCE MEAT

GET YOUR ORDER IN EARLY. IT COSTS YOU NOTHING TO ANTICIPATE YOUR REQUIREMENTS AND YOU ASSURE YOURSELF OF PROMPT DELIVERY WHEN REQUIRED.

J.H.Wethey, Limited
ST. CATHARINES

NATION'S

SPECIALITIES

Egg Powder
Custard Powder
Jelly Powder
Health Saline

Agents required where not already represented

E. J. NATION & CO.,
LIMITED
Bristol, England

APPLES

Before purchasing write for our quotations on the famous **Georgian Bay** apples. We will be packing from five to ten thousand barrels.

LEMON BROS.
Owen Sound, Ontario

In an
Ontario Retail Store

it's first grade quality that sells—there is only a very limited trade for second or third grade goods.

"St Nicholas"

is the first grade of all the Lemons.

J. J. McCABE
Agent
Toronto, Ont.

ENERGETIC CLERKS

who are willing to work after hours can add substantially to their salary by joining the MacLean Circulation Organization, the largest and most efficient in America.

There are already over 400 circulation salesmen getting subscriptions for MacLean's Magazine, but there is scope for more. If you will take up the work in your district you will find it will pay you well.

Get started now—Don't wait.

WRITE FOR PARTICULARS TO

MacLean Publishing Co., 143-149 University Ave., Toronto, Can.

Canadian Crawford Peaches

in abundance

Place
Your
Preserving
Order
Now

WHITE & CO., LIMITED

Wholesale Fruit and Fish

TORONTO HAMILTON

TOMATOES

This will be the big week. We have large consignments of Fancy No. 1 Shipping Stock arriving every day. Send us your orders.

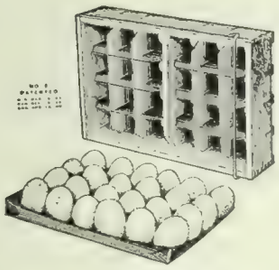
Peaches Pears Plums
Apples Musk Melons
Oranges Lemons Bananas

The House of Quality.

HUGH WALKER & SON

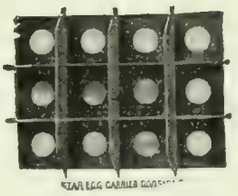
Established 1861

GUELPH and NORTH BAY



TWO DOZ. SIZE

ONE DOZ. SIZE



DO YOU EXPERIENCE EGG BREAKAGE IN DELIVERY?

If so, YOU can avoid it, as a SAFE vehicle egg delivery can be obtained which entirely eliminates profit-losing BREAKAGE, and PAYS FOR ITS INSTALLATION.

USE STAR EGG CARRIERS AND TRAYS—

They INSURE you against this breakage while preventing miscounts, and loss of your clerk's and deliverymen's time. Stopping these leaks means increased EGG PROFITS—the quicker, the more profit.

Ask a user—he'll back these statements from experience—then just telephone your jobber and let him supply you with STAR EGG CARRIERS and TRAYS, immediately.

IF YOUR JOBBER CANNOT SUPPLY YOU, WE WILL.

CANDLING WITH STAR EGG CARRIERS

Either size, the two dozen preferred, makes a fine candler when used with the candling plates included with extra STAR EGG CARRIER DIVISIONS. Let us tell you more about it.

Star Egg Carrier and Tray Mfg. Co.

1500 Jay St., Rochester, N.Y., U.S.A.

OUR GUARANTEE

If this polish damages your customer's piano, we'll pay for the piano. That's why live Grocers everywhere stock it. It sells, repeats, and brings new faces to a store.

Prestolene
(TRADE MARK)

THE PERFECT POLISH FOR PIANOS, FURNITURE AND ALL GLOSSED SURFACES

The International Specialty Co.
The PRESTOLENE People, Bridgeburg, Ont.

Order from your jobber, or The Harry Horne Co., 309 King W., Toronto. Leadlay, Limited, Bannatyne Ave., Winnipeg, Man.
Every package carries above guarantee in detail. Our travellers carry unique propositions.

53 Highest Awards in Europe and America

WALTER BAKER & CO.'S
CHOCOLATE
& COCOA

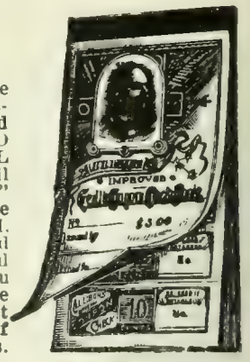
Registered Trade-Mark

Our Cocoa and Chocolate preparations are Absolutely Pure — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co. Limited
Established 1780
Montreal, Can. Dorchester, Mass.

SAFETY FIRST

Think of the mercantile houses, large and small, which GO TO THE WALL because they fail to "play safe." Many a failure could be averted, many a hard season bridged over if you would just make sure you don't lose a lot of credit accounts.



Allison Coupon Books

are safety insurance for the retailer who does credit business. And they promote system, accuracy and economy.

HERE'S HOW THEY WORK

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no disputes, no errors, no time wasted.

For Sale Everywhere by Jobbers.

Manufactured by
ALLISON COUPON CO.,
Indianapolis, Indiana, U.S.A.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

ROSE QUESNEL

A PURE CANADIAN SMOKING TOBACCO

specially selected and perfect in every respect. Delightfully cool and sweet in its natural fragrancy.

and

KING GEORGE

NAVY PLUG—A CHEWING TOBACCO

surpassing all others in quality and flavor. Deliciously sweet and non-irritating.

QUALITY backed up with extensive advertising make them profitable to handle.

Rock City Tobacco Co., Limited, Quebec

MATCHLESS
LIQUID GLOSS
A Ready Seller

wherever a good polish can be used.

Makes dusting easy because it collects the dust instead of scattering it.

Tell your customers to try Matchless Liquid Gloss on linoleums and oilcloths, too. It removes dirt and grease and brings back the original brightness.

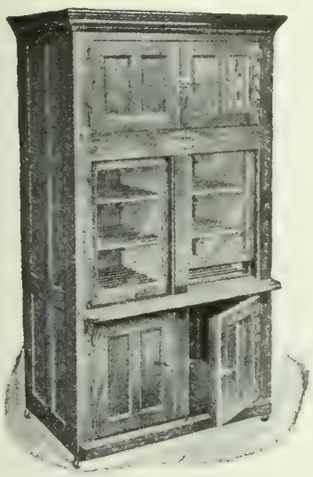
Put up in attractive lithographed tins, half-pint to five gallons; also in half-barrels and barrels. Write to any of our agencies.

The Imperial Oil Co., Limited

Toronto Winnipeg Montreal
St. John Halifax

EUREKA

Twenty-seven years of Eureka Refrigeration



Over a quarter century experience behind the manufacture of Eureka Refrigerators serves well to make this line the Standard of the Canadian Market. Eureka on a Refrigerator is a guarantee of perfection. The Eureka contains no zinc or galvanized iron or other offensive material likely to conflict with the Pure Food Laws. The Eureka way is the dry cold circulating air way.

WRITE FOR CATALOGUE AND PRICES.

Eureka Refrigerator Company, Limited

64 Noble Street, Toronto.
Montreal Representative
JAMES RUTLEDGE Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO., Winnipeg.
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon.

Reaching the West

—the Region 'Round Regina

You need help if you are shipping from the East. The distances are so great you are at a disadvantage. To overcome this try shipping in carload lots direct to Regina. This saves freight on the long haul. We will receive such cars, sort consignments, and re-ship to your various customers. Railways radiate from Regina. Our charges are reasonable The plan will save you much money.

By placing a stock of goods with us you may make our warehouse your Western Branch. We are equipped to carry large quantities in storage, and to attend to re-shipping on orders from you or your customers.

Even if your goods do not bulk large, avoid the extravagance of high charges on many parcels, by combining the Western orders in one consignment to us for distribution.

We can tell you more when we get your address. Write to-day, so that you may know all about the service in time to use it.

REGINA STORAGE AND FORWARDING COMPANY, LIMITED, REGINA

TRADE MARK KEYSTONE BRAND REGISTERED

Housecleaning Season is at hand

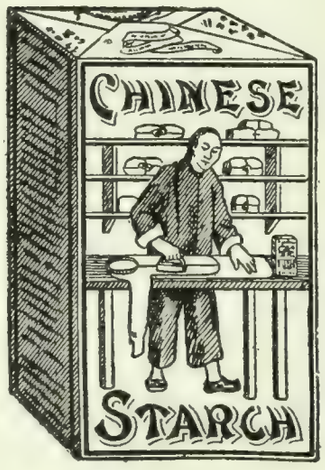
and with it comes the demand for Whitewash Brushes, in fact Brushes of almost all kinds. See that your stock of Keystone Brand Brushes is complete. They are the most reliable in the market.

Manufactured by

Stevens-Hepner Company
Limited

PORT ELGIN, - Ontario

Chinese Laundry Finish on Home-Ironed Goods



Your housewife patrons need not envy the Chinese laundry finish any longer for they can get just as nice a finish with the famous Chinese Starch, the only starch with two oils; one perfumes the linen, the other makes the iron slip—16 oz to the pound not 12.

Stock up for your Fall business now.

OCEAN MILLS, MONTREAL
O. Lefebvre, Prop.

AGENTS:—Standard Brokerage Co., Vancouver, B.C.; John J. Gilmor, Winnipeg, Man.; Harry Horne & Co., Toronto, Ont.; Norman D. McPhie, Hamilton, Ont.; The Lawrence Nfld. Co., Ltd., St. John's, Nfld.; J. J. McKinnon, Charlottetown, P.E.I.; Boivin & Grenier, Quebec, Que.; Eug. Foliot, St. Pierre, Miquelon; Scott, Boyd & Co., Port of Spain, Trindad, B. W. I.; Desmarais & Gregoire, Chicoutimi, Que.; and all the Wholesale Grocers throughout the Dominion.

A Thanksgiving Window Dressing Contest

At Thanksgiving practically every grocer makes a special window display. It is a time when there is much feasting and a strong selling window trim means a great deal to the retailer in not only direct results but in permanent advertising. This year the harvest has been good and Thanksgiving should mean much to the live dealer.

CANADIAN GROCER will have a Thanksgiving Window Dressing contest this year. Why not come in on it? You will have a good display. It will mean much to your business. Let it be a help to others. Plan now to surpass your former efforts and to enter it in this contest.

Windows will be judged from the standpoints of Selling Power, Attractiveness and Originality, in the order mentioned.

The competition is open to merchants and their clerks in Canada and Newfoundland.

There will be two classes in the contest—Class 1 and 2 with three prizes in each class.

Winners in each class will receive $5, $3 and $2 respectively, making a total of $20 in prizes.

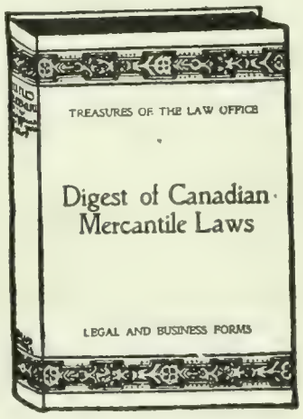
When the time comes see that your photographer gets you a good picture. Write The Editor now for a page of suggestions on photographing the window in order to eliminate reflections. This will be sent free on request.

THE EDITOR, THE CANADIAN GROCER
143-149 University Avenue
TORONTO

THE GROCER'S LIBRARY

"Digest of the Mercantile Laws of Canada."

A ready reference for merchants and their assistants in their daily business.



Have you any outstanding accounts you wish you could collect? This book will show you HOW.

NEW EDITION—1913

No work published in Canada equals it for the Grocer

The entire work has been critically revised, a considerable amount of new matter added, and numerous cases and authorities have been cited in support of the most important points in the various Chapters. It is bound in the same dark green cloth.

A veritable consulting library on this one line so universally needed.
Based on Dominion and Provincial Statutes and Court Decisions.
Indorsed by barristers, sheriffs, magistrates and conveyancers.
Recommended by the Ontario Institute of Chartered Accountants.
Used by more accountants, bankers and business firms than any other work on the subject. Forwarded direct post free on receipt of price.

EASTERN EDITION, PRICE, $2.00
SPECIAL WESTERN EDITION, $2.50

To meet the needs of subscribers in New Ontario and the Western Provinces, where land is under The Land Titles System of Registration, an Appendix of 16 pages, containing a synopsis of the Land Titles Acts, has been added to our regular edition, thus constituting a special "Western Edition." Price, $2.50.

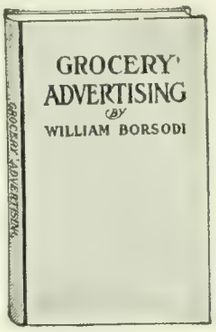
Practical Bookkeeping

By James B. Griffith

288 pp., 140 illus. Cloth binding. Theory of accounts; methods of bookkeeping; single entry and double entry; journalizing and posting; cash discounts; bank deposits; single proprietors' and partners' accounts; retail business; inventory; departmental records; partnership accounts; books and forms used; accounting for commission and brokerage business; produce shippers' books; commission merchants' books; storage accounts; special records. Price, postpaid, $1.60.

Grocery Advertising

BY WM. BORSODI



Price Postpaid $2.00

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

Tea Hints for Retailers

By John H. Blake

This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects:

HOW TO ESTABLISH A TEA TRADE

The Tea Gardens of the World.
Tea from Seed to Leaf
Tea from Leaf to Cup
The Tea Marts of the Orient
How to Test Teas
Where to Buy Teas
Is it Wise to Place an Importation Order?
Bulk Versus Package Teas
Tea Blending

Price postpaid, $2.00.

275 Pages **24 full-page illustrations**

All orders payable in advance.

The MacLean Publishing Co., Ltd.

MONTREAL TORONTO WINNIPEG VANCOUVER

BOOK DEPARTMENT
143-149 University Ave., Toronto

If remitting by cheque make same **payable at par,** Toronto

THE KING OF SARDINES

KING OSCAR BRAND

Caught and packed within shortest time possible. "King Oscar" Sardines do not lose their zesty, sea flavor.

Uniform special size and quality

Particularly suitable for salads, etc,

"King Oscar" stands for A1 quality.

Only the finest olive oil used.

By Special Royal Permission.

CANADIAN AGENTS:

J. W. Bickle & Greening

(J. A. Henderson)

Hamilton, - Ontario

THE

British Columbian Fisheries, Limited

Salmon Packers

SALMON BRANDS:—
"Location"
"Dreadnaught"
"Aliford Bay"

FRESH FISH

FISHING STATIONS:—
Skidegate
Aliford Bay
Cumshewa

Manufacturers of FISHMEAL, FERTILIZER, and SKIDEGATE DOG FISH OIL and RAT FISH OILS

OFFICES—
Bank of Ottawa Building, VANCOUVER
25 Victoria St., LONDON, ENG.

Telegrams "Fishfoods" Vancouver

Superlative Quality Consistently Maintained

Malcolm's preserved milk products are noted for their high and unvarying quality—only the richest and purest cow's milk being used.

Grocers should tone up their stocks with the Malcolm lines. Your customers will appreciate them.

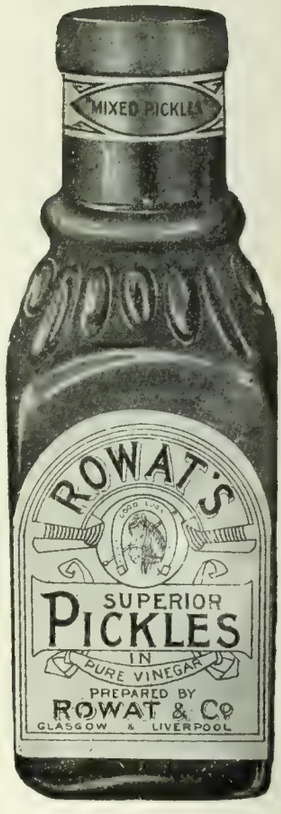
Order from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax. We will prepay freight up to 50c per 100 lbs.

St. George Evaporated Milk, 4 doz. in case $3.60
Princess Condensed Milk, 4 doz. in case... 4.50
Banner Condensed Milk, 4 doz. in case... 5.25

J. Malcolm & Son, St. George, Ont.

Rowat's Superior Pickles

Years of experience have combined in the development of brands which today challenge the admiration and quicken the taste of the people the world over. Coupled with this, reliable business methods and prompt deliveries have served to satisfy our customers who girdle the globe.



Rowat & Co.

Glasgow, Scotland

CANADIAN DISTRIBUTORS

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba, and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

Pacific Coast Halibut and Salmon

FRESH AND FROZEN

Order your Pacific Coast Frozen Halibut and Salmon for next Winter's requirements from

The Canadian Fishing Company, Limited

VANCOUVER, BRITISH COLUMBIA

Write for prices and information.

We produce and ship all kinds of Pacific Coast Fish—Fresh—Frozen —Salt—and Smoked.

Quality and Service Unsurpassed

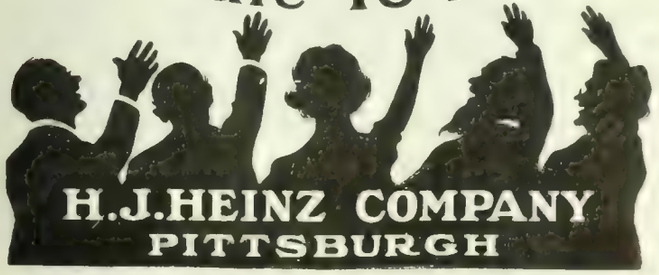
THE LESSON WE'VE TAUGHT YOUR CUSTOMERS,-

Anything That's

H-E-I-N-Z

TRADE MARK

Is Safe To Buy.



H.J.HEINZ COMPANY
PITTSBURGH

BRUNSWICK

BRAND

FINNAN HADDIES

Only the most carefully selected and sweetest fish caught in the famous Passamaquoddy Bay are used in the packing of the Brunswick Brand sea foods.

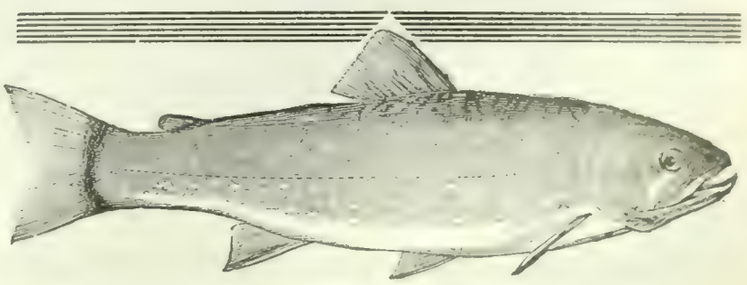
The high quality of our goods has given us a large trade, which, by the exercise of conscientious business methods, is constantly increasing. When you handle Connor Bros'. Brands you sell goods that are trade winners.

Our plant is operated under the most ideal conditions, and our goods come perfect to the consumer.

CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

AGENTS:—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.



ASK YOURSELF A QUESTION WHEN SELLING SHOE POLISH

WHY
"NUGGET"
SHOE POLISH
Because it is waterproof and gives a rapid brilliant and lasting shine
Because it allows a good margin of profit to the Retailer
THE "NUGGET"
BLACK POLISH
THE NUGGET POLISH CO., LTD.,
9-11 and 13 Davenport Road
TORONTO

Is your business growing—the McCaskey grows with your business

The Expansion Type Register is the latest and exclusive feature of

The McCaskey
ONE WRITING
Account System

Showing Electric Recorder and Cash Till

Write for further information on the many good features of the McCaskey. Every dealer who does a credit business **needs** this account register system. It absolutely prevents any possible error. Your customers know as well as you do every time a transaction is made, just how their account stands. One writing does it—no delay in looking up books, no lost time, no working after hours.
Write to-day, it puts you under no obligation whatever.

Manufacturers of "Surety" Carbon Back Counter Check Books

THE
Dominion Register Co.
LIMITED
TORONTO ONTARIO

Trafford Park, Manchester, Eng.
Melbourne, Australia

The Largest Manufacturers of Carbon Coated Salesbooks in the World

Shirriff's
True Vanilla

has been the acknowledged leader among Canadian vanilla extracts for over thirty years. Its high reputation is due to its

Uniform Superior Quality

Housewives know by experience that Shirriff's True Vanilla is always reliable—that its strength, flavor and bouquet are unexcelled. They show their preferment for Shirriff's True Vanilla by buying more of it than of any other vanilla extract sold in Canada.

Shirriff's is truly Canada's leading vanilla—first in quality, first in sales. If you are not handling it, write us and we will see that you are supplied.

Imperial Extract Co.
Steiner and Matilda Streets
Toronto

CLASSIFIED ADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

FOR SALE

NEW ARCTIC REFRIGERATOR, SIZE 7 ft. x 9 ft. x 10 ft. high (up-to-date), bargain for quick sale. Also new Toledo Scale. Apply Box 322, Simcoe, Ont.

HIGH-CLASS GROCERY BUSINESS IN LIVE city west of Winnipeg, in Sask., population over 25,000. Party in poor health and must sell. Sales will average $60,000 per year. Stock is turned over fifteen times a year. Fixtures and stock will run about $7,000. Possession at once, $2,000 cash, balance on very easy terms. Apply Box 492, Canadian Grocer, Toronto.

GROCERY FOR SALE

HIGH-CLASS GROCERY AND PROVISION business and fixtures for sale. Situated in Toronto, on corner in rapidly growing locality. Modern equipment; 2 delivery outfits, coffee mill, computing scales and interior fittings. Lease can be renewed at reasonable terms. Communicate direct with us, D. M. Johnson & Co., Real Estate, 948 Gerrard St. E., Toronto.

REPRESENTATIVES WANTED

A SIDE LINE FOR COMPETENT SALESmen—a commission of 25% will be paid to salesmen of ability calling on grocery, drug, cigar stores, confectionery stores, etc., throughout Canada. Strictly high-grade goods manufactured by largest concerns in Canada. Only men of ability need apply, and by letter only. H. Jackson, Room 724, 64 Wellington St. W., Toronto.

SIDE LINES WANTED

TRAVELLER CALLING ON THE RETAIL trade and mines in Northern Ontario would like some good side line. Address A. L. Box 155, Byng Inlet, Ont.

WANTED

SALES MANAGER WANTED -IMPORTING house with exclusive lines for Canada have a good opening for a man who can take charge of the business and invest from $1,500 to $2,000. We have the samples and the goods which will sell. If you think you can qualify for the position let us hear from you. Address in first instance to Box No. 493, Canadian Grocer, 143 University Ave., Toronto.

TEA IMPORTERS WISHING TO BUY FIRST hand tea in public sales, London, England. A well known buyer is ready to operate on terms, as per arrangement. Reply Expert, 317 Brighton Road, Croydon, Surrey, England.

MISCELLANEOUS

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro', Ont., solicits your orders.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St., West, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. tf

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

FIRE INSURANCE, INSURE IN THE HARTFORD. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice street, Toronto.

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

WHEN A CUSTOMER

inquires for a flavor, suggest

MAPLEINE

It's pure and good—when once tried it is always used.

Order of Your Jobber, or Frederick E. Robson & Co., 25 Front St. E., Toronto, Ontario.
Mason & Hickey, 287 Stanley St., Winnipeg, Man.

The Crescent Mfg. Co.
SEATTLE, - WASH

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

CIGAR EXCELLENCE
BEN BEY
10 Cents Worth of Delight

Your customers will appreciate your stocking this leader. Not only look good in the case but **smoke good.** Give them the best.

Write us or ask your jobber.

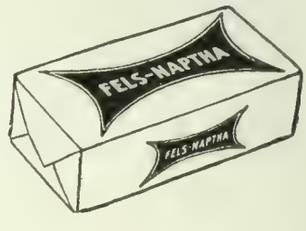
Ed. Youngheart & Co., Montreal

Fels-Naptha's

success—history is simple and yet vital to every grocer.

Fels-Naptha was original; efficient; thorough; simple; the quality was there, and always kept exactly uniform.

These are the reasons for its steadily growing popularity.



Buyers' Guide

WRITE TO
10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
If you are interested in Irish trade.

O. E. Robinson & Co.
Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - - Ontario
Established 1886.

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

COMTE'S COFFEES
The profits please the dealer. The quality pleases the custo ers.
We want more agents. Write.
Augustin Comte & Co., Limited
P.O. Box 2963, MONTREAL

Importers and Brokers Wanted
THROUGHOUT THE DOMINION FOR
WELL KNOWN OLD COUNTRY
TOFFEES PRESERVES
BOOT POLISHES HEALTH SALINE
FLY-CATCHERS, ETC.
Apply EDWARD KIDD & CO.
1090 Hamilton St., VANCOUVER, B.C.

GRATTAN & CO., LIMITED
ESTD. 1825
The Original Makers of
BELFAST GINGER ALE
Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

SUCHARD'S COCOA
The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.
FRANK L. BENEDICT & CO.
Agents Montreal

Readers of The Grocer, Let Us Know Your Wants

The Canadian Grocer is in a position to secure information on new lines in the grocery trade, and of novelties occasionally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Canadian Grocer you are entitled to this service.

HOLLAND RUSK

have an established reputation for uniformity of quality and general excellence. Keep it displayed on your counter and watch the demand grow.

HOLLAND RUSK COMPANY
HOLLAND. MICH.

When writing advertisers, kindly mention having seen the ad. in this paper.

HOLDS EVERY SIZE BAG FROM ¼ TO 10 LBS.

hangs right above the counter ready for use. Saves time, space and waste in bags. **No hole punching** or any extra trouble whatsoever, simply lay the bags in their respective compartments. Quicker service a certainty. No up-to-date store should be without one.

Selling Agents for Canada:
KILGOUR BROS.
21-3 Wellington St. W., Toronto

O. P. McGREGOR
Patentee and Manufacturer
411 Spadina Ave., Toronto

RICE'S SALT

THE TABLE SALT ABOVE THE AVERAGE

Repeat orders for RICE'S tell the story of entire satisfaction. Get your supply of this dependable Table and Dairy Salt, and so have the happy smile.

We ship promptly. Get our prices.

THE NORTH AMERICAN CHEMICAL CO., Ltd., Clinton and Goderich, Ont.

Sterling

Brand

Pickles

solves the pickling problem. An inviting display of either our bottled or bulk pickles will settle the pickling problem for many a heat-tired housewife. Sterling Brand Sweet or Mixed pickles always satisfy, they create a longing for more. Try them out.

The T. A. Lytle Co.
LIMITED
Sterling Road, Toronto

HIRONDELLE

(Swallow)

Macaroni, Vermicelli, Spaghetti

Made in Canada for Canadians.

Once your customers taste this line they will never ask for any imported make. Our goods are unequalled for quality, and then there is the saving of duty. Just talk them up and you'll soon agree with us that

"Hirondelle" Brand

has taken the lead and will hold it.

C. H. Catelli Limited
MONTREAL

C. C. Mann, 517 Board of Trade Bldg., Toronto :
Agent for Province of Ontario.

Safeguard yourself against fines—handle only PURE Spices

It is a poor and expensive policy for the dealer to sell adulterated spices. Customers quickly find him out, likewise the Government Inspector.

have always been PURE and always will be. By selling Hugman's you gain trade and favor of customers and you keep out of the hands of the law.

A.W. Hugman Limited
Montreal

Headquarters for Pure Spices and pure only

Dust on The Floor Means Dust on The Sunbeam. That Means Dust all Over.

Keep the Dust Down by Using

ANTI-DUST

After you find how nicely it works, tell your Customers all about it.

For Attractiveness of Tin and Quality of Powder You Can't Beat ANTI-DUST.

Sapho Mfg. Co., Limited
MONTREAL

The Seed Drill and The Reaper

¶ Advertising and Personal Salesmanship are like the Seed Drill and the Reaper.

¶ They are separate and distinct. Each performs different functions, yet each is necessary for the common good.

¶ They work together, in the same field, for the same man, to the same end.

¶ Advertising is the Seed Drill of Modern Commerce.

¶ It plants the Seed of Good Will in the minds of prospective customers. The seed grows to interest, and interest turns gradually into a desire to possess. The harvest ripens and is garnered in by the ever-ready salesman.

¶ The Salesman is the Reaper of Modern Commerce.

¶ He reaps where advertising has sown.

¶ Advertising performs the missionary, the educational and the preliminary work—The Salesman comes along and finds the well-tilled field, ripe with a golden harvest. It is his business to gather in the sheaves.

¶ He reaps most who sows the best, and a just man will not forget the seed drill when the reaper is at work.

Rate Card and Full Information Gladly Furnished on Request.

Canadian Grocer

"The paper grocers read"

143 University Avenue, TORONTO

Every Pound of Anchor Brand Flour has character in every ounce

because extreme care, watchfulness, ability, integrity, the most modern equipment and only the choicest Western Spring Wheats form the complement that obtains the highest possible quality every day in the year.

The most searching analysis and tests make uniformity certain.

As rapidly as people learn all the facts about **Anchor Brand Flour**, they are satisfied only with this Brand.

Anchor Brand Flour is better because the trouble and expense are taken to make it better.

Standard Prices—Worth More.

Free samples for Missourians will be sent to Dealers and Bakers for distribution.

Leitch Brothers' Flour Mills, Ltd.

Oak Lake,, Manitoba

Mott's "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

"Look Before You Leap"

is a good proverb, but a like good one is "**Look into our prices before you buy.**"

Our soaps fill every need, they are made of highest quality materials and pay a liberal profit.

"PURITY" LAUNDRY SOAP, a cake soap for those who prefer soap in the lump form. Gives splendid satisfaction.

"YOUNG-TOM" WASHING POWER for washing clothes, floors, dishes, windows, etc., performs a maximum of service with minimum labor. It does not injure the hands.

UNCLE TOM TAR SOAP A perfect shampoo soap and a boon to roughened complexions and hands. Fragrant and soothing. A most pleasing adjunct to the bath.

GLYCERINE PUMICE, a soap which thoroughly cleanses the hands without injury to the skin.

PURE OLIVE OIL SOAP. The purest soap made. A splendid cleanser and a toilet delight for particular people. Wash the Baby with Pure Olive Oil Soap.

We also make Liquid Olive Oil Soap, Liquid Olive Oil Shampoo, and Liquid Tar Shampoo.

GET OUR PRICES.

Young-Thomas Soap Co., Ltd.

Regina, Sask.

We have them

Giant

Prince

Globe

Beaver

Fruit Jar Rings

Quality Guaranteed

Walter Woods & Co.

HAMILTON and WINNIPEG

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see that you get

PIPER-HEIDSIECK

The Leader
for 128 Years

Brut, Sec, Tres Sec
In Cases and Baskets
Pints, Quarts, Splits

Imported Petits Pois "Soleil" Brand

Extra-Fins,
Tres-Fins
Fins,
Mi-Fins,
Moyens No. 2, Moyens No. 3

Petits Pois Moyens "Frs. Petit & Cie." You can retail these at 10c a tin and make money.

Write, Phone, Wire.

Laporte, Martin, Limitee

568 St. Paul St., - Montreal

Telephone Main 3766

The difference

"When you can get a violin for seventy-fifty, why should you pay three thousand dollars? They look alike. Draw a bow across the catgut strings of either, and sounds will be given forth. But one is just the common or garden variety of fiddle, good only for 'The Arkansas Traveller' and 'Pop Goes the Weasel.' The other is a violin, a rubricated, deckel-edged, hand-woven, antique piece of art, made by old man Stradivarius with such artistic care that when a long-haired, music-breathing chap presses it lovingly beneath his chin and glues his eyes upon the proscenium arch above, you hear the moonlight raining through the trees and catch the far-off, faint, soul-stirring whisper of the stars. Gosh! It's worth the price."—*Printing Art.*

It took Stradivarius years to perfect the art of making violins, and it took years upon years longer for his instruments to become so seasoned as to produce those velvet tones that make the instrument cheap at $3,000.

The seasoning of the violin has its counterpart in the building up of the prestige that distinguishes the real and valuable trade newspaper.

For over 25 years CANADIAN GROCER has been giving an increasingly satisfactory service to its readers.

Every week price tendencies have been reflected; crop prospects in every part of the world have been carried to the retailer, whether in the ports of entry or at the most distant frontier towns.

Every week the retailer has looked forward to finding a window dressing suggestion from Vancouver, a delivery system successfully tried in Galt, methods of accounting, buying, selling, checking loss or increasing gains in Halifax or St. John — methods that have actually been tried out by other successful grocers.

Coming to hand every week without fail, with the welcome news of the trade while it is news, CANADIAN GROCER has created a relation with its readers like that between old and tried personal friends.

They write us for advice or information without reserve, and consult our pages with the full confidence that is founded on the memory of loyal service for over a quarter of a century.

This is the prestige that is founded on deeds, not words, and that makes a paper alike invaluable to its readers and to advertisers.

good soaps—

WHAT better way can you invest your money than in a proposition that will return you 26½ per cent. profit, with a total elimination of the element of chance?

Grocers are turning thousands of dollars' worth of "Richards Pure" and "Richards Quick-Naptha" Soaps into good round profits every month.

You should share in these for the sale is sure as well as the profit being good. Sold through your wholesaler.

Sanitary Cans

"The Can of Quality"

Tomatoes, Peaches, Pears, Plums, Apples.

Enamel Lined Cans for Strawberries, Raspberries, Beets.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

A Table Delight for Old and Young

Jelly, as a sweet at luncheon or dinner, is unsurpassed—if it is Chivers.'

Chivers' Table Jellies

owe their immense popularity to the fact that they are flavored with ripe fruit juices, from the finest fruit obtainable, and are prepared with exquisite care and scrupulous cleanliness. Chivers' Gold Medal Jelly is put up in fourteen distinct flavors, every one a wholesome and delicious table delight.

In these days of careful buying regarding purity, you can sell Chivers' and have a confidence in the sale that it will satisfy the most particular customer. Its excellence of quality will gain many repeats.

STOCK UP—THE PROFIT IS GUARANTEED.

CHIVERS & SONS, LIMITED

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HISTON CAMBRIDGE - ENGLAND

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(British Columbia and Alberta)

FRANK L. BENEDICT & CO.
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(Canada and Newfoundland)

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CANADIAN GROCER

ONLY WEEKLY GROCERY PAPER PUBLISHED IN CANADA

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII. PUBLICATION OFFICE: TORONTO, SEPTEMBER 12, 1913 No. 37

Crown Brand

Pure Corn Syrup

THE SYRUP WITH THE LARGEST SALE

The tremendous turnover of Edwardsburg Crown Brand Corn Syrup in one year is evidence enough of its immense popularity with the Canadian trade. It has by far the largest sale of any other syrup on the market. The syrup is delicious, wholesome and appetizing when used with pan cakes, muffins, hot biscuits, or in any of the many different ways it is brought into daily use for the table and cooking.

The

Canada Starch Co.

Limited

Manufacturers of the Edwardsburg Brands.

Cardinal Brantford

A Story with a Moral

Theodore Hook, the humorist, once made a bet that he could stand on the busy end of London Bridge and could not give away a golden sovereign in exchange for a shilling.

He won the bet.

The people, to whom he made his offer, refused it, shook their heads knowingly and passed on.

We have been talking to you about our *new pure fruit jams* for some months now. Many of you have seen the point and to-day are recommending these goods to your customers as one of the arrows with which the dreadful high cost of living can be pierced.

But again—others of you have shook your heads knowingly—and passed on.

It is to these others we now address ourselves.

We ask you to investigate the quality and price of *Upton's pure fruit jams. Compare the value offered with any other jam on the market.*

If you do so, we are quite satisfied to leave the rest with you. We know you will not *again* pass on.

Enquire of Your Jobber or Write Us

The T. Upton Co., Limited

Factory at HAMILTON, Ont.

Sales Dept.: ST. CATHARINES, Ont.

Good Salesmen

prefer to sell a high-grade article because it stays sold—and because it means repeat orders. This is one reason why so many top-notch salesmen like to sell their customers

Codou's

Vermicelli, Macaroni, Spaghetti, Fancy Letters and Figures.

Each one is a specialty with a national reputation for high quality.

Taganrog Russian Wheat is used exclusively—the wheat that yields the BEST results—the wheat that is peculiarly adapted to the desired purpose.

There is no better factory in the world adapted solely to the production of Macaroni and similar pastes than that of Felix Codou in Marseilles, France. Every modern appliance is there—it is scrupulously clean—the original has been enlarged several times to meet the steadily increasing demand from particular people.

"Codou's" is the name to think of when the best is wanted.

ARTHUR P. TIPPET & COMPANY

AGENTS

Montreal **Toronto**

White Swan

You Know

that good pure spices are the best paying proposition.

There is a good profit in White Swan spices and the quality is absolutely guaranteed.

They are pure all through.

Order from your wholesaler or direct.

"Surity of Purity"

WHITE SWAN SPICES & CEREALS LIMITED
TORONTO ONTARIO

TEA

Get our special quotations and samples of

New Season's Japan Teas

Quality very good and prices right.
Also excellent values in

New Formosa Oolongs

Write us

JOHN DUNCAN & CO. - MONTREAL
Tea Importers

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations

272 Pages Bound in Cloth

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By FRANK FARRINGTON
A Companion book to **Retail Advertising Complete**
$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—**The Store Policy**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

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Something in it for Every Advertiser, Advertising Manager, Corporation, Salesman, Sales Manager, American Business Man.

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Snap Company, Limited
MONTREAL

A Few Turns---Your Coffee is Ground

NO EXPENSE TO OPERATE

This feature, along with the lifetime durability of the mill and the perfection of the work it does is good reason why you should install one of the ELGIN NATIONAL COFFEE MILLS.

Write to-day to any of these jobbers for our illustrated catalog:

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Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

A Trio of Purity

that have stood all food tests.

BORDEN'S Eagle Brand

Now on the market for over half a century and is still the leading brand of Condensed Milk.

Highly recommended by physicians for infant feeding. It is the ideal milk for table use.

ST. CHARLES Brand

a perfect evaporated milk, unsweetened. For all household cooking and baking purposes. Can be beaten to a froth. St. Charles Evaporated Milk will satisfy your most particular trade.

REINDEER Brand Coffee

a combination of pure full cream milk, pure sugar and the best blend of coffee, making a delicious and handy beverage for household and other uses. Introduce this line to your trade.

The Borden lines of quality milk products build up a permanent trade. Every dealer should handle.

Borden Milk Co.
Limited
"Leaders of Quality"
Montreal

Branch Office:
No. 2 Arcade Building
Vancouver, B.C.

Over 900 acres of Orchards and Gardens are under E.D.S. control

and in the centre of this vast fruit producing country—the Garden of Canada—is situated the home of E. D. S. Products; the factory that is built on a policy of absolute purity in its Jams, Jellies, Catsups, Grape and Fruit Juices, etc. Further, this E. D. S. *purity* policy has built up for the makers, the largest Jam business in Canada.

Exceptional Prices for These Products

The extensiveness of E. D. S. Jam Production means a tremendous consumption of sugar, which commands the lowest possible price. This, along with the fact that we have little haulage expense and no waste from fruit spoilage, enables us to quote prices considerably lower than other brands, to say nothing of the superiority of our goods.

Get our prices before you place your fall orders.

Made only by

E. D. Smith & Son
Limited

Winona, Ontario

AGENTS:

NEWTON A. HILL - Toronto
W. H. DUNN - - Montreal
MASON & HICKEY - Winnipeg
R. B. COLWELL - Halifax, N.S.
J. GIBBS - - - - Hamilton

Peas that Please the Palate!

¶ Instead of selling Foreign Peas to supply the demand for finer grade peas, sell "Sweet Wrinkle" and "Early June" Brands.

¶ They are the lines that will help increase the demand for the higher grade peas and will give your customers greater satisfaction and yield you a better profit.

¶ The vivid green color, so noticeable in Foreign Peas is produced by a chemical, this not only destroys the true flavor of the peas but also is injurious to the human system.

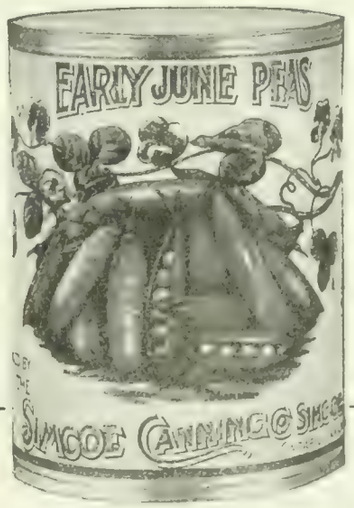
¶ Dominion Canners Peas are not adulterated in any way, no chemical coloring is used whatsoever, they retain the full natural flavor of the freshly picked and carefully selected peas being canned a few hours after they come from the vine.

¶ It will pay you well to study the "Pea Question" closely and to figure out for your own satisfaction, the larger margin of profit that will be yours if you sell the *finer grades.*

¶ If you will write us we will give you still further information on the subject of "Peas."

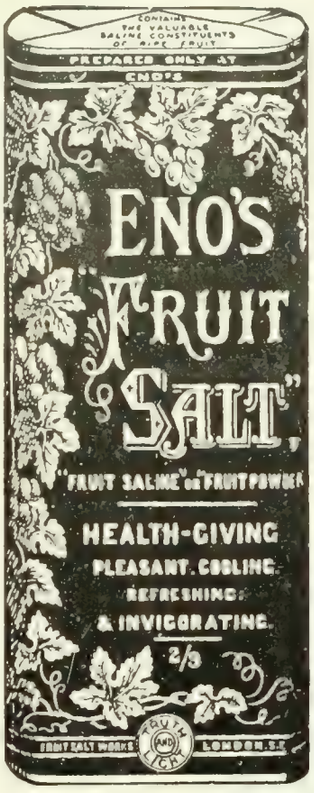
Dominion Canners, - Limited

Hamilton **Ontario**



Every Household and Travelling Trunk ought to contain a bottle of

ENO'S "FRUIT SALT"



A gentle natural aperient that stimulates the organs of elimination.

A delightful sparkling draught that children like, that invalids can safely take without fear of griping or weakening effects.

Travellers need this valuable preparation to prevent sea-sickness, train-sickness, and illness caused by sudden changes of water or climate.

If you suffer from Constipation, Biliousness, or Indigestion, the regular use of

ENO'S "FRUIT SALT"

will promptly correct the disorders and greatly improve your general health.

This world-famous aperient has been in use for forty years, and to-day stands unrivalled.

"It is not too much to say that its merits have been tested from Pole to Pole, and that its cosmopolitan popularity presents one of the most signal illustrations of Commercial enterprise to be found in our trading records."

Sold by Chemists and Stores throughout the World

Prepared only by

J. C. ENO, Ltd., FRUIT SALT WORKS, London, S.E.

We Serve The Entire West With Wholesale Groceries

Our warehouses, located in the six strategic points throughout the West, render prompt service possible. Your orders go out immediately they are received.

Manufacturing the Royal Shield brand of goods we assure you superior quality in baking powder, coffees, teas, extracts, etc. The Royal Shield Brand stands for excellence. We must keep the standard up.

All those dealing with us get the best goods, at the best price—and they get the best service.

Campbell, Bros. & Wilson, Ltd.
Established 1882
WINNIPEG

Campbell, Wilson & Horne, Ltd.
CALGARY, EDMONTON & LETHBRIDGE

Campbell, Wilson & Strathdee, Ltd.
REGINA

Campbell, Wilson & Adams
SASKATOON

Wholesale Grocers and Importers

(Manufacturers of Royal Shield Goods.)

QUALITY FIRST

has always been the motto of the Clark establishment and the enormous and rapidly increasing demand for Clark's PORK and BEANS is undoubtedly due to the care exercised in their preparation.

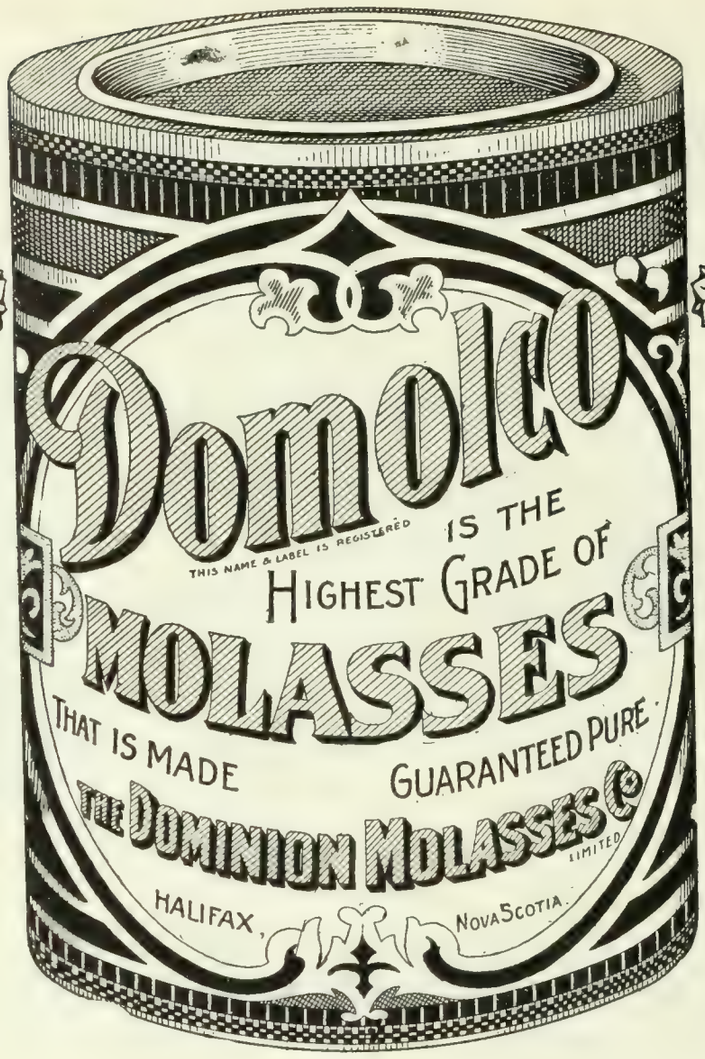
Clark's Pork and Beans

are your best sellers. They are known and appreciated by the consumer. They are advertised in a manner calculated to hold and increase your sales. Prices to dealer and consumer are right.

CLARK'S ARE LEADERS

W. CLARK, - MONTREAL

Delicious Pure and Wholesome



A High Grade Molasses

Note the registered label

The people will ask for it

THE TASTE THAT GROWS

Domolco is a high grade table molasses, especially delicious, pure and wholesome. It has a refined definite flavor all its own that grows on your trade and places it on the regular grocery list.

Domolco Molasses is especially healthful and has been proven to be a body builder.

We have spent and are spending a great deal of money in putting this molasses before the public — advertising it in various ways. Will you take advantage of this advertising and fill the people's requirements?

Write to-day for prices, etc.

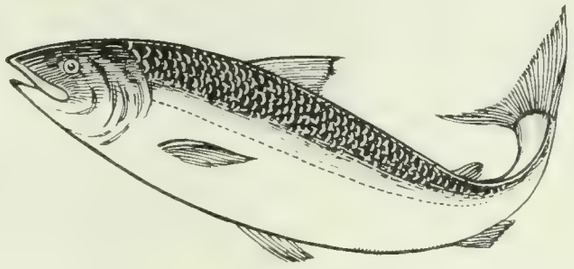
The Dominion Molasses Co., Limited

HALIFAX, N.S.

SALMON

FINEST BRITISH COLUMBIA

SOVEREIGN **SOCKEYE** **HOLLY LEAF**



Anglo-B.C. Packing Co., Ltd.

H. Bell-Irving & Co., Ltd.
VANCOUVER, B.C.

Caught in Salt Water and Canned Immediately

Quality is Our First Consideration

Finest Scotch

Now Ready

Whole Fruit

for Delivery

Scotch Strawberry and Raspberry crops of good quality this year.
—Fruit Crop Report

Place Your order for
CAIRNS' Raspberry and Strawberry Jam

"There has been a serious shortage in the strawberry crop over the whole of Canada." — **Government Fruit Crop report, July, 1913.**

With the Canadian pack very small there is bound to be a shortage in strawberry jam this winter, and grocers should place their orders now to be sure of delivery.

Cairns' Jams, Jellies and Marmalades are the genuine "Old Country" quality, pure as fresh, ripe fruit, finest cane sugar and unequalled facilities for handling can make them.

They satisfy the demand of Royalty—Why not your better trade. Send to-day.

ALEXANDER CAIRNS & SONS
PAISLEY, SCOTLAND
Canadian Agents: SNOWDON & EBBITT, Montreal, Quebec

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store —and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED

WALKER PATENTED —BINS— **Berlin, Ontario**

REPRESENTATIVES:
Manitoba: Watson & Truesdale, Winnipeg, Man.
Northern, Sask.: North-West Specialty Co., Saskatoon, Sask.
Southern Sask. and Alta.: J. N. Smith, Box 695, Regina, Sask.
Vancouver: Western Plate Glass Co., 318 Water St.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED —BINS—

TWO CENTS PER WORD

with a Want Ad. in this paper.

You can talk across the continent for two cents per word

MEADOW CREAM SODAS

Delicious and Crisp

The value to the merchant and the satisfaction to the customer depends very largely on the length of time sodas stay fresh. Then, too, the ready sale of the sodas ensures quick turnover, and incidentally no stale stock.

Meadow Cream Sodas retain their crisp deliciousness indefinitely, and therefore sell readily. Have you tried them out? If not, introduce them to your patrons now. Send to-day.

The

W. J. Crothers Co.

Kingston, Ontario

THE BEST OF THEM ALL.

By Royal Letters Patent

NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen, can be obtained from

W. G. PATRICK & CO.

St. Paul St., Montreal.
York St., Toronto.

Persistent, forceful, attractive advertising led the people of Canada to try Cowan's Perfection Cocoa. Its perfect purity and delicious flavor have made them all regular users.

The result is that Cowan's Perfection Cocoa is sold from the Atlantic to the Pacific, and there is more of it sold than any other brand.

The Cowan Co.

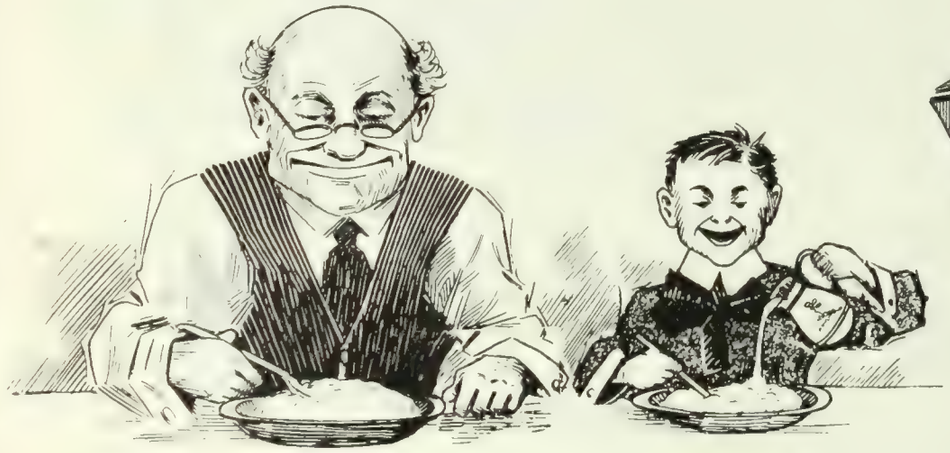
LIMITED

Toronto, Ontario

WHERE DOES THE SHINE COME FROM?

There are so many things

that can be cleaned with **Brasso Metal Polish.** Not only all Brasswork but anything made of Tin, Copper, Pewter, Zinc, and even Steel. If all your Customers knew this—how your sales would jump up.



Old and Young enjoy Canuck Rolled Oats equally.

The high quality of this wholesome food commends it to all classes. It will build up your trade and profits.
Order a supply now from your wholesaler or direct, and be prepared to meet the demand.

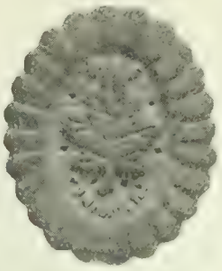
Put up in two sizes:

Premium or 25c. size, 12 packages to the case.
Regular or 10c. size, in cases of 36 packages; or half cases of 18 packages.

The Chisholm Milling Company, Limited

Toronto

The Connaught



A Princely Biscuit

Pat-a-Cake

Bourbon

Chocolate Sandwich

Ye Billiken

P. F. Short Cake

biscuits from across the "brine"

Peek, Frean **P.F.** London

Peek, Frean's Biscuits are the most toothsome of all. :: ::

Have you tried the famous P.F. Short Cake?

Proof of the popularity of this delicious biscuit is in the fact that about 325,000,000 were sold the year of its introduction. The delightful crispness, the genuine old time short cake flavor and the richness of quality not only sell the first order, but ensure continued demand.

The Connaught

P. F.'s latest introduction—a delicious biscuit—good design, popular name, attractive flavor, striking label. About 48 to the lb.. All P. F. Biscuits are shipped in hermetically sealed tin boxes, are always oven fresh. A postal today to any agent will bring samples of these lines.

PEEK, FREAN & CO., Limited

Biscuit Manufacturers

LONDON, ENG.

AGENTS: British Columbia—The W. H. Malkin Co., Ltd., Vancouver; Alberta, Manitoba, Saskatchewan, Ruttan & Chipman, Fort Garry Court, Winnipeg; Ontario, The Harry Horne Co., 309-311 King St. W., Toronto; Ottawa and Eastern Canada, Frank L. Benedict & Co., 45 St. Alexander St., Montreal.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

Brantford Cold Storage Co.
LIMITED
Wholesale Produce Merchants
If you are in need of
HONEY
in any quantity write us for quotations
BRANTFORD, ONT.

Wire us for prices on Currants. We represent Mr. C. Ceroni, one of the best and most reliable packers in Greece.

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents
and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

CONVENIENT, MODERN, WAREHOUSING
at Ottawa, tracks at the door, connection with steamers. Fireproof. Excise Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.,
46-52 Nicholas Street - - Ottawa

The
Condensed Ad.
page
will interest you

WESTERN PROVINCES.

H. P. PENNOCK & CO.,
LTD.
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturers wanting live representatives.

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

Eastern Manufacturers Limited
Manufacturers' Agents,
Saskatoon, Saskatchewan.
Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established. 15 Years
Domestic & Foreign Agencies Solicted

HOLLOWAY, REID & CO.
Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

W. H. Escott Co., Ltd.
Wholesale
Grocery Brokers
181-183 Bannatyne Ave.
Winnipeg, Canada
Branches Covering
All the Wholesale Centres in the West

When writing advertisers kindly mention having seen the advertisement in this paper

WESTERN PROVINCES—Continued.

NORTH-WEST SPECIALTY CO.
Manufacturers' Agents
Cover Saskatchewan completely. All large centres visited monthly. Open for agencies for all kinds of Store Fixtures and Specialties. Warehousing facilities.
Suite 109 Willoughby-Sumner Stock
Saskatoon, Saskatchewan.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS
and
MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines, Domestic and Foreign agencies solicited.

SIMPSON PRODUCE CO. Winnipeg Man.
Will be pleased to discuss with agents or manufacturers of Bakers', Butchers' or Grocers' specialties, the introduction of their lines to the Prairie Provinces—we go direct to the trade or through the Jobbers.
Dealers in High Class Produce and Provisions.
Simpson Produce Co. 248-252 Princess St.
Winnipeg Man.

LEADLAY LIMITED
332 Bannatyne Ave.,
Winnipeg, Man.
Grocery Brokers & Importers.
"Eiffel Tower Lemonade."
"Foster-Clarkes Cream Custard.

Manufacturers' Agents and Brokers' Directory

(Continued.)

BRITISH COLUMBIA.

McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission Agents

352-6 Cambie St., Vancouver, B.C.

Can give strict attention to a few first-class Grocery Agencies. Highest References.

O'Loane, Kiely & Co., Ltd.

WHOLESALE GROCERY BROKERS
CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY

We cover British Columbia and Alberta

Head Office - - Vancouver, B.C.

Reference: The Bank of Montreal.

C. E. DISHER & CO.

WHOLESALE GROCERY BROKERS AND COMMISSION AGENTS

CANNED AND DRIED FRUITS, BEANS, SALMON

Victoria VANCOUVER, B.C. Calgary

The CAMPBELL BROKERAGE CO.

Manufacturers' Agents and Commission Brokers.

We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.

857 Beatty Street . Vancouver B. C.

WORLD RENOWNED

BRAND STUHR.

STUHR'S

GENUINE CAVIARE,

ANCHOVIES IN BRINE

(Salted Sardels).

In Tins and Glasses.

"Please ask for our offer"

C. F. STUHR & CO., HAMBURG.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

SHIP YOUR CARS TO

FERGUSON'S SIDING

Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.

FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.

We have records in our vaults covering ten years' satisfactory service.

The CHAMBERLAIN-DOWNEY Company, Limited.

Wholesale Jobbers & Manufacturers' Agents.
Grocery, Confectionery and Tobacco Specialties.
Correspondence solicited on Domestic and Foreign Lines.

TRACKAGE AND WAREHOUSE,
1214 Homer Street, Vancouver, B. C.

E. O. CORNISH

COMMISSION AGENT

Canned Goods a Specialty

821 Pender St. W., Vancouver, B.C.

McCANN & LANGFORD

Winch Building Victoria, B.C.

Manufacturers' Agents and Commission Brokers.

We can give special attention to a few good agencies. Anything we handle we push

References: Bradstreets, Royal Bank, Union Bank.

NEWFOUNDLAND.

T. A. MACNAB & CO.

ST. JOHN'S NEWFOUNDLAND

MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

When writing advertisers kindly mention having seen the advertisement in this paper. : : : :

The failure to stock some standard commodity may be the means of a merchant losing trade.

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have La Grippe
If you suffer from Neuralgia
These powders are very good for children cutting their teeth.
48 Powders for 25 cents
DIRECTIONS

a quick sale and good profits. For all forms of headaches there is no remedy which reaches the seat of the trouble so quickly and so effectively as *Mathieu's Nervine Powders*. Be sure and stock them, as they are quick sellers.

Try *Mathieu's Nervine Powders* yourself at our expense as per coupon attached, if you or someone of the family suffers from headaches.

Remember there is nothing equal to Mathieu's Syrup of Tar and Cod Liver Oil for breaking up colds.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—

Name .....
With (Name of firm) .....
Street .....
City or town .....Prov.....

Tartan BRAND

THE SIGN OF PURITY

"TARTAN Salmon is the highest grade of fish packed. If you want a real trade winner, book up with our travelers for Fall delivery at the lowest price issued in many years.

TARTAN Brand Fruit and Vegetables as far as packed are the finest we ever opened.

Our Travellers have full particulars of all fall goods, Mediterranean Fruits, etc.

TARTAN Brand Spices, Extracts, Jelly Powder manufactured by us of highest quality. Full assortment of Wagstaffe's Jam and Imperial Golden and Silver Grain Vinegar.

When in a hurry for goods, 'phone us and experiment with us. We are the original quick shippers."

BALFOUR, SMYE & CO., Wholesale and Manufacturing Grocers **HAMILTON**

THE TEST OF TIME

For more than forty years, Electric Paste Stove Polish has met every requirement of thousands upon thousands of critical housekeepers. What more could you ask? Have you tried it yet?

For Sale By All First-Class Jobbers in Canada.

A Seasonable Line

OUR NEW

Sandwich and Salad Olive

all ready for the table

Pimento Stuffed
Celery Stuffed
Plain Pitted

in salad form

Ask your wholesaler for this 8 oz. bottle.
Retails at 25c.

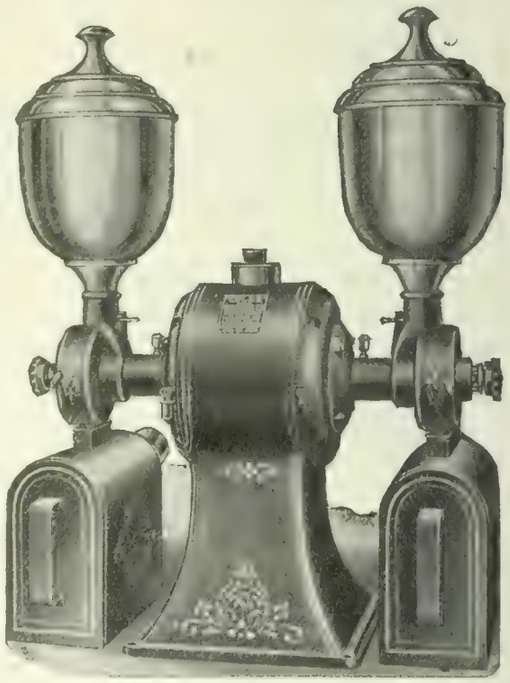
Gorman, Eckert & Co.
LONDON, ONTARIO

Western Selling Agents:
MASON & HICKEY, Winnipeg

More Than Ever in a Class by Itself

One of our 12 new models. Wouldn't it be a good idea then to look into the Coles? It ranks with the best and meets your price. 26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO.
1615 North 23rd St. PHILA., PA.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

CHOICE BRAZIL COFFEE

"The Coffee in the Yellow Bag"

Quality counts, even in the cheaper grades of coffee, and uniformity keeps the customer coming back for more.

When a housekeeper asks you for "the coffee in the yellow bag" she means Chase & Sanborn's Choice Brazil Coffee —the package whose sale in the west has increased tenfold, without a cent's worth of advertising,

Cases of 50 or 100 1-lb. bags.

Chase & Sanborn Montreal

CARTONS

St. Lawrence Granulated

The Canadian Standard of quality.
Packed in both 2 lb. and 5 lb. cartons.

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

SMITH AND PROCTOR
SOLE PACKERS
Halifax, - N.S.

Purity is first in Purnell's

Malt Vinegar

The best known brand in the Dominion.

Purnell & Panter Limited
BRISTOL, ENGLAND

B. CANNON & Co., Ltd.
LINCOLN, ENGLAND

PURE GELATINES

Stocks:-Toronto, Montreal, New York.

SOLE AGENTS

FINEGAN & ELLIS
506 Board of Trade Bldg.
TORONTO

JAPAN TEAS

FURUYA & NISHIMURA

PURE STRAWBERRY JAM
CHIVERS' QUALITY

We are in a position to protect you for your requirements in Strawberry and other Jams, either immediate or future delivery, and can supply you with CHIVERS' QUALITY.

Do not buy the first jam offered you, thinking you will not be able to secure your supplies. We can protect you, and besides guaranteeing delivery we can save you money and give you CHIVERS' Quality.

Our bookings are quite heavy owing to the complete satisfaction given by CHIVERS' goods in the past. Get in touch with our travellers or write us direct and take advantage of our SPECIAL 1913 INTRODUCTORY OFFER ON CHIVERS' LINES.

FENWICK, HENDRY & CO.
Manufacturing Wholesale Grocers
KINGSTON, ONTARIO

Won't Discolor Daintiest Fabrics

There are lots of soaps which to all intents and purposes are good cleansers. They remove dirt and clean perfectly, but in the end white fabrics become discolored and dainty colored fabrics become faded owing to the chemical action on the cloth and dyes. This is positively avoided when WONDERFUL SOAP is used. It is pure, and you will satisfy the most rigid demands of your customers if you sell them only WONDERFUL SOAP.

It is packed nicely, makes attractive displays and reaps good profits for you.

THE GUELPH SOAP COMPANY
GUELPH, ONTARIO

You Want to Earn More, Don't You?

Your answer is Yes, Certainly!

The first essential is to find a way.

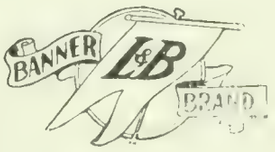
We are going to solve this problem for you.

If you are enterprising and intelligent, and willing to work for $7.00 or $8.00 a week during your spare hours, for the first two or three weeks of your connection with our staff, we can put you on the road to success. After a few weeks, when you have had a little experience at our business, you can earn from $25.00 to $50.00 per week.

Write for full particulars to

THE
Maclean Publishing Co.
143-149 University Ave. Toronto, Ont.

The L. & B. Trade Mark



labels only pure fruit jams—jams composed of fresh ripe fruits, apple jelly and granulated sugar

Not one iota of Glucose or preservative is used in "L. and B." Jams and Jellies, either to give it body or to aid preservation.

All "L. and B." packages are absolutely sanitary in every particular. Our tin pails are Gold Lacquered inside and out, this preventing any effect of the fruit's acid on the tin.

No stone has been left unturned to hold "L. and B." Banner Brand products in the premier position they have always held.

When you sell "L. and B." jams and jellies to your patrons you know absolutely what you are selling them. You know that every ounce is as pure as human brains and hand can make it.

Nothing but fresh ripe fruit, apple jelly and granulated sugar goes into "L. and B." products.

Order your season's supply now—put up in 2, 5, 7 and 30-pound pails and 12-oz. glass jars.

"L. and B." led, others had to follow.

LINDNERS LIMITED

340 Dufferin St., Phone: Parkdale 2985

TORONTO, ONT.

REPRESENTATIVES:

The Amos B. Gordon Co., Toronto; Watt, Scott & Goodacre, Montreal; H. D. Marshall, Ottawa, Ont.; C. A. Munroe, St. John, New Brunswick; W. H. Lyne [illegible], Halifax, Nova Scotia, and [illegible] Edward Island; H. Donkin & Co., Vancouver; W. L. McKenzie & Co., Edmonton and Regina, Western [illegible] Winnipeg.

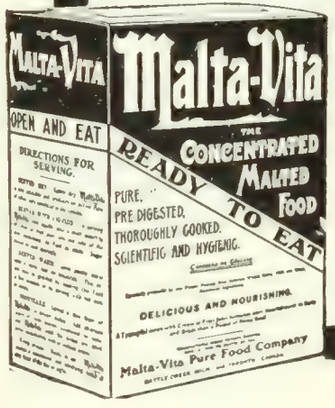
OWING TO ALTERATIONS

we have been unable to supply the demand for Malta-Vita for the past few weeks, but are now able to give immediate delivery.

Malta-Vita

"The Perfect Food"

Same Big Package
Same High Quality



Now 10c.

Made in Canada
Made from Best Canadian Wheat
Made with Best Canadian Barley Malt
Made by Canadiar Workmen with Canadian Machinery

Malta-Vita Pure Food Co.

TORONTO, CANADA

Telephone Main 4588.

OLD TEA IS BAD TEA

Tea of all growths deteriorates rapidly, and is never as good as it is on the day it arrives here from the gardens.

Some of our retail friends, without considering the above facts, buy enough bulk teas to last for a year or more. They are persuaded to do this by the wily salesman, who always has a "bargain" to offer. This "bargain," perhaps, has been in the wholesaler's stock for a year or over, and, even, if it was originally good, has lost all its goodness. It is on account of this deterioration in tea that we are always eager to take back "**SALADA**" when it has been on your hands for over three months. We empty it out of the packets and sell it as bulk tea for what it will bring.

In this way is preserved the good name of

"SALADA"

FOR QUALITY AND FLAVOR

LONDON, ENG.	BUFFALO	NEW YORK	TORONTO	MONTREAL	BOSTON	CHICAGO	DETROIT
41 Eastcheap	11 Terrace	198 W. Broadway	32 Yonge St.	St. Paul St.	34-35 S. Market St.	361 N. River St.	Shelby Block

Branches also in Pittsburg and Philadelphia

SYMINGTON'S
SOUPS

One packet of any of the eleven varieties makes a quart of rich, nourishing, and wholesome soup.

The flavours are distinctive and delightful. Let any home-cook try these fine soups—just once!

Mulligatawny, Green Pea, Lentil, Pea, Celery, Onion, Ox Tail, Scotch Broth, Tomato, White Vegetable, Mock Turtle.

Easy to prepare—put the contents of packet into water—stir—boil—serve

Canadian Agents:—

Messrs. F. E. ROBSON & CO.
25 Front Street East, Toronto

EVERYBODY WANTS 'CAMP'

It is as good to *sell* as it is to *drink*—and equally profitable. Don't delay—order to-day

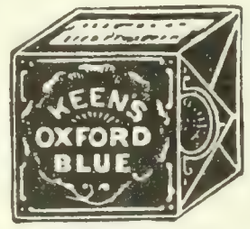
'CAMP' COFFEE

'The' Greatest Coffee-Essence Success of the Age

ASK YOUR WHOLESALER

R. Paterson & Sons, Coffee Specialists, Glasgow

KEEN'S OXFORD BLUE



Every woman knows the value of Keen's Oxford Blue on washday, and will appreciate your recommendation of it.

Best housewives ask for it, others will be the better for using it. Keep your stock well filled with this article of daily need—Keen's Oxford Blue.

FOR SALE BY ALL THE CANADIAN JOBBING TRADE

MAGOR, SON & COMPANY, Limited

403 St. Paul Street, Montreal **30 Church Street, Toronto**

Agents for the Dominion of Canada

AS CANADA GROWS

There are so many newcomers to Canada, Mr. Grocer, that the depletion of other countries is causing alarm.

These newcomers should be good customers for the oldest and best food-products of Canadian manufacture.

So that when a new customer opens an account with you, you should not hesitate to recommend these 50-year Canadian food-standards.

CROWN BRAND CORN SYRUP

AND

BENSON'S PREPARED CORN

For handy, quick and easy cooking they can't be beaten and your customers can obtain a book of delightful recipes by just dropping us a card.

Why not suggest this?

THE CANADA STARCH CO., LIMITED

Manufacturers of the EDWARDSBURG BRANDS

Montreal Cardinal Toronto Brantford Calgary Vancouver

MAKE SURE OF THE PROFIT ON SPICES

For a good many years many spices sold retail at the one price —2 oz. for 5 cents That made 40 cents per pound.

In the past these could be bought so that a fair profit could be made at that price.

But in recent years prices of a good many of them have advanced.

For instance not so very long ago celery seed was around 12 cents per pound. To-day it is sold to the retailer from 60 to 70 cents.

Cardamon seed is around $2 per pound. Cream of tartar is over 30 cents, etc., etc.

If, therefore, the retailer is selling all his spices at the old price of 2 oz. for 5 cents, he should have another look over his invoices.

Every dealer should make sure of a profit on his spices.

HINTS IN BRIEF ON HANDLING SPICES

Best mixed pickling spice contains some 17 different varieties.

Cheaper grades contain 10 or 11 and still cheaper 8 or 9.

Mixed pickling spice, not being ground, cannot be adulterated. But it can be cheapened.

Poorest grades contain small number of spices and only a small quantity of the higher priced ones.

Best mixed spices have many varieties and proper shares of each.

Retailer, of course, pays less for the cheaper grades but if he sells these he does not give the proper satisfaction to discriminating customers.

Many spices have advanced considerably in later years. Before fixing retail selling price, the dealer should make sure of his cost.

BEST SPICES SOLD IN GROCERY STORE

A manufacturer of spices told The Canadian Grocer that the average retail grocer sells a much better quality spice than the average druggist.

On one corner of a street he once noticed a display of pickling spices in a drug store and, as it was in his line, he looked over it closely.

The sample was a very poor one containing but few varieties and very little of the expensive ones.

On the opposite corner the retail grocer was selling a splendid sample.

The druggist had probably purchased his at about half the price the grocer paid, but both were selling at 40 cents per pound.

"Grocers", he added, "invariably sell better spices than the druggist."

Proper Kind of Spices for Pickling Season

How Mixed Pickling Spices Can be Cheapened—Quality Rather Than Price a Main Consideration—Many Spices Have Advanced in Recent Months So That Retail Selling Price Should be Looked Into—Purchasing From Reputable Manufacturers.

Pickling season is now in full swing.

Tomatoes, cucumbers, celery, onions, and cauliflower are strong on the market and will last for some time yet.

Besides doing a good trade in these vegetables, every retail grocer has his pickling spices to help along sales.

It is in goods like spices by which the dealer either builds up a reputation or gets further away from his customers.

Spices must be good or the pickle will not.

A "salesman" anxious to build up the business of his house on a permanent basis will sell the best quality pickling spice.

The indifferent "order taker" hands out anything that comes under the name of pickling spice.

Where Difference in Quality Lies.

The best mixed pickling spices include probably 17 different spices.

Cheap grades are sold with only some 8 or 9.

While mixed pickling spice cannot be adulterated, not being ground, the quality can be made inferior or superior.

Spice manufacturers pay from 3 cents to more than a dollar a pound for the spices used.

Every dealer can see how easily mixed pickling spice can be cheapened by large quantities of the cheaper spices and very small quantities of the expensive varieties.

How is the dealer to get the best?

There are several good spice manufacturing houses in Canada.

Spice houses with a reputation for fairness and honesty and who back up their guarantees with quality, are the houses with which to deal.

Good Spices Easily Sold.

When quality spices are purchased, the retail dealer can feel assured that with some aggressive selling methods he can sell them.

No housekeeper would knowingly purchase inferior goods such as pickling spices, for the sake of a few cents.

The dealer who pins his faith to the best article procurable, and who advertises the fact in window display, show cards, and newspaper advertising will have no difficulty in getting his share of the trade.

Among the spices in demand now for pickling are mixed pickling, whole allspice, cloves, cassia, ginger, mustard seed, chillies, celery seed, mace, whole white pepper, long black pepper and cardamon seeds.

See that stocks are sufficient.

Use Spice Displays.

Now is the time to push the sale of all pickling spices.

Use the window, the silent salesman, the counter and the newspaper.

The window is used by many grocers to show a variety of spices on small saucers with a card showing name of each.

A large show card reading, "Best Quality Spices for Your Pickling" would add to drawing power of the display.

Spices shown in fancy bottles with glass stoppers can be used to good advantage on the counter. The name of the spice should be pasted on the bottle.

An occasional good newspaper advertisement featuring quality will get new business.

Go after the pickling spice trade now.

Provisions of the Trading Stamp Act of 1905

The Legal and Illegal Ways of Giving Coupons, Cash Receipts, etc., to Customers—Samples of Each Shown—Many Merchants Unconsciously Adopt Coupon Systems Which Are Not Within the Law.

In 1905 there was passed by the House of Commons what was commonly known as the Trading Stamp Act. This was really an amendment to the Criminal Code of 1892, respecting trading stamps, coupons, etc., and was brought about by the efforts of the Retail Merchants' Association at that time.

To-day there are many merchants in Canada breaking the law in regard to this matter. They are, of course, doing this unknowingly, and whenever they are shown why they are doing something illegal, they always change their methods.

(1) When it does not show upon its face the place of its delivery;

(2) When it does not show the MERCHANTABLE VALUE thereof; and

(3) When it is not redeemable AT ANY TIME.

The third is probably the most important of the three because it is the one on which the law is broken most frequently.

It shows that in order to come within the law the coupon, receipt, etc., must

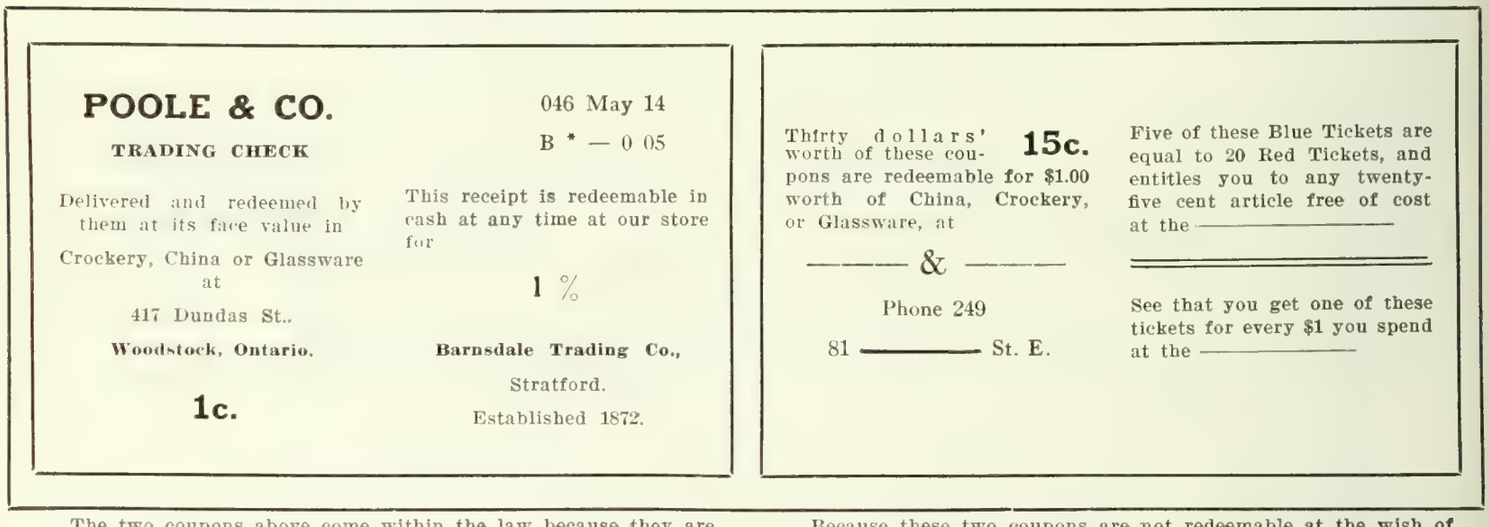
When Law is Broken.

But with the other two coupons, it is different. A customer must have $30 worth of the first before they are redeemable. She must have five blue tickets or twenty red ones in the second case before she is entitled to a twenty-five cent article..

It should also be borne in mind that the merchantable value of each receipt or coupon must be shown.

The Punishment.

The paragraph beginning with line 36


POOLE & CO.
TRADING CHECK
Delivered and redeemed by them at its face value in
Crockery, China or Glassware at
417 Dundas St.,
Woodstock, Ontario.
1c.
046 May 14
B * — 0 05
This receipt is redeemable in cash at any time at our store for
1 %
Barnsdale Trading Co.,
Stratford.
Established 1872.
Thirty dollars' worth of these coupons are redeemable for $1.00 worth of China, Crockery, or Glassware, at
15c.
&
Phone 249
81 St. E.
Five of these Blue Tickets are equal to 20 Red Tickets, and entitles you to any twenty-five cent article free of cost at the
See that you get one of these tickets for every $1 you spend at the

The two coupons above come within the law because they are redeemable at any time at stated amount.

Because these two coupons are not redeemable at the wish of the customer and for no stated amount they are illegal.

Legal and Illegal Coupons.

On the opposite page is printed the full text of the 1905 amendment and on this page are four coupons which have been given away by Canadian merchants, two of which come within the law and two are illegal.

The Act as presented on the next page is couched in terms of the law and like all the works of lawyers, is not readily understandable with a casual reading. We shall, therefore, go into the principal clauses affecting the merchant in an attempt to bring out the exact meaning.

It will be noted in subsection (a) that the expression "trading stamps," includes any form of receipt, coupon, premium ticket or other device given by the merchant to the customer, and which represents a discount on the price of goods bought or a premium given to the customer.

Redeemable At Any Time.

As is shown farther down in the Act on line 24 a coupon is NOT legal; be redeemable AT ANY TIME—not when $20 or $30 worth are secured; not when five or ten blue or red tickets have been secured; not when the merchant wishes, but NOW or AT ANY TIME the customer wishes.

By glancing at the four samples of coupons and cash receipts herewith, it will be seen that the two on the left comply with the law but the two on the right do not.

The Trading Check of Poole & Co. is redeemable by them at its FACE value (1c.) and not when several of these checks have been secured.

The cash register receipt of the Barnsdale Trading Co. is legal because it is redeemable in cash AT ANY TIME for 1 per cent. of 5 cents. There is no scheme whatever in connection with these two. The customer knows their exact value; she knows at once how much each is worth and that she can now get its value on the premises.

deals with the manufacture of trading stamps whereas the following paragraphs (part 3) refers especially to the merchant. Anyone infringing on the regulations of the Act is liable to a six months' imprisonment, and to a fine not exceeding $200. Part 4 refers to the customer who accepts the illegal coupon or trading stamp.

It would therefore appear that any merchant conducting a contest where a coupon, or other device is given away and which is not redeemable for its face value at any time is not within the law, unless the contest is entirely free. If a customer has to purchase a certain quantity of goods to secure the guess, the contest is not legal.

The idea of the whole Act is to prevent schemes whereby the public thinks it is getting something for nothing when it is really paying indirectly for whatever may be secured.

PASSED BY HOUSE OF COMMONS, 1905.

BILL NO. 196.

An Act in amendment of the Criminal Code, 1892.

HIS Majesty, by and with the advice and consent of the Senate and House of Commons of Canada, enacts as follows:

1. *The Criminal Code,* 1892, is amended by inserting the following sections immediately after section 525: 1892, c 29, new sections, respecting trading stamps.

"**526a.** In this section—

" (a) The expression "trading stamps" includes, besides trading stamps commonly so called, any form of cash receipt, receipt, coupon, premium ticket or other device, designed or intended to be given to the purchaser of goods by the vendor thereof (or his employee or agent) and to represent a discount on the price of such goods or a premium to the purchaser thereof, which is redeemable either.

" (i) by any person other than the vendor, or the person from whom he purchased the goods, or the manufacturer of the goods, or

" (ii) by the vendor, or the person from whom he purchased the goods (or the manufacturer of the goods) or in cash or goods not his property, or not his exclusive property, or

"(iii) by the vendor elsewhere than in the premises where such goods are purchased,

or which does not show upon its face the place of its delivery and the merchantable value thereof, or is not redeemable at any time; but an offer, printed or marked by the manufacturer upon any wrapper, box, or receptacle in which the goods are sold, of a premium or reward for the return of such wrapper, box, or receptacle is not a trading stamp within the meaning of this section;

" (b) The expression "goods" means anything which is merchandise or the subject of trade or manufacture;

" (c) The expression "every one", "vendor", "purchaser", "merchant", "agent" or "person" includes any partnership, or company or body corporate.

" 2. Every one is guilty of an indictable offence and liable to one years imprisonment, and to a fine not exceeding five hundred dollars, who, by himself or his employee or agent, directly or indirectly, issues, gives, sells or otherwise disposes of, or offers to issue, give, sell or otherwise dispose of trading stamps to a merchant or dealer in goods for use in his business.

" 3. Every one is guilty of an indictable offence and liable to six months' imprisonment, and to a fine not exceeding two hundred dollars, who, being a merchant or dealer in goods, by himself or his employee or agent, directly or indirectly, gives or in any way disposes of, or offers to give or in any way dispose of trading stamps to a purchaser from him of any such goods.

"4. Every one is guilty of an offence and liable on summary conviction, to a fine not exceeding twenty dollars, who, being a purchaser of goods from a merchant or dealer in goods, directly or indirectly receives or takes trading stamps from the vendor of such goods or his employee or agent."

"**526b.** Any executive officer of a corporation or company guilty of an offence under subsection 2 or subsection 3 of the next preceding section who in any way aids or abets in or counsels or procures the commission of such offence, is guilty of an indictable offence and liable to the punishment stated in the said subsections respectively."

2. This Act shall not apply to any trading stamp issued by a manufacturer or vendor before the first day of November, one thousand nine hundred and five. Exemption.

The CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

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John Bayne MacLean - - President

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TORONTO, SEPTEMBER 12, 1913

BETTER EGG ERA IN SIGHT.

The resolution of the Canadian Produce Association declaring that the buying of eggs should be carried on under the loss-off system entirely, if entered in Canada, will be of mutual benefit to merchants, buyers, producers and consumers. The aim of the Association includes the marketing of good eggs only, a cheaper egg for the consumer and the production in Canada of the best eggs in the world.

The purchase of eggs on a loss-off basis simply means a "quality" basis. There is no sane reason why the produce man or the general merchant should pay for bad eggs, simply because the hens do not label them as such. There is no sane reason why the producer should be able to unload rotten eggs on the buyer and get his price for them, any more than the fruit grower should pocket money for decayed fruit, or the dairyman for sour or adulterated milk. The unnatural condition of the egg business from a common sense trade standpoint is obvious. If the buyer gets a stock of eggs of which a large proportion are bad, he must "take it out" of the consumer, the price rises unduly, and the consumption inevitably drops. The farmer is dissipating his own market. Care in gathering and care in handling will dispense with the "bads" and the "splits," and the average price realized per dozen will rise proportionately.

The position taken in Canadian Grocer by the country storekeeper that the large buyers cannot consistently continue in the markets on the old basis, while they themselves enforce the loss-off basis on the merchant is recognized, we are glad to note, by members of the Association, as the only logical position. The produce men must limit their dealings to the storekeepers on the loss-off basis, and the merchants must practice this in their transactions with the farmers, and do their own candling.

Only then will the Canadian egg be the finest in the world.

BUSINESS PROSPECTS BRIGHT.

Progress in the reaping and threshing of the Western Canadian harvest goes on apace. Occasional frosts are recorded here and there, but with little or no damage, as the grain was too far advanced to be adversely affected.

With good crops in the West, business is bound to take on a new lease of life this winter and next year. Farmers will soon have plenty of ready cash to meet their accounts, and the speculation in real estate will abate considerably. This will mean that straight legitimate business will receive a good impetus during the coming year.

In dealing with the financial and business situation in its last issue, the "Financial Post"—probably the most authoritative Canadian financial journal—says:—

"Business generally is moving along satisfactorily. Jobbers and manufacturers are holding the reins very tight, but they hope to be able to let their deliveries be more active in the course of a few weeks. Crops are satisfactory, and orders of doubtful character may, as a result, turn into satisfactory ones. In British Columbia the strike has unsettled the coal business, and as a result of the strict curtailment of expenditure on the part of the farmers of the prairies the lumber business is very quiet. Large stocks have accumulated, and the mills have not a very promising outlook immediately ahead of them. In all other parts of the Dominion normal conditions prevail, the only complaint being made is of collections in the West. There is now the hope that these will very soon improve."

ELIMINATE THE STALE WINDOW.

How many grocers would like to see the same news item appear on the front page of their daily paper, day after day, and week after week for a couple of months?

There are not many. "I shall have to change this paper," any one would say.

But what difference is there between a newspaper running the same item on its front page for weeks and a grocer showing the same window display for months?

Canadian Grocer noticed some two months ago a rather neat display of honey in jars in the front window of a grocery store. Days passed and then weeks went by, but still there appeared this same display of honey.

Neither was this dealer depending on a transient trade. He is located near a residential district where the same customers come to his store every day and the same people pass it.

When such a display runs its effectiveness, it should disappear. When it remains too long, it gives the idea of staleness and unprogressiveness.

A new display should greet the customer twice a week, or at least not less frenquently than once every six days.

PLAN EARLY FOR OYSTER WEEK.

"Boost the oyster business" is now becoming a by-word. Some years ago dealers were discouraged and even disgusted by the conditions in which oysters had been arriving. There appears to have been no culling, no careful oyster farming, but simply a seizing of what stock was to be found, and marketing it regardless of all business interests. Stock which was too small and which should have been left for one or two years more in the beds appears to have been left with fully matured stock and all sold in the same barrel..

The pendulum has long since swung, however, to a better order of things. It is hoped that in a short time such a thing as inspecting a barrel of oysters before buying, or marking a barrel so as to be sure that the one inspected is the one delivered, will be entirely forgotten through the improvement of conditions at shipping centres.

Every retailer should look forward to "Oyster Week" next month. Attention of the public is being called to it in magazines and in the newspapers so that all the retailer will have to do will be to provide the connecting link between desire on the part of the consumer and action in purchasing. He must display oysters and talk oysters and sell oysters.

Once the people begin to purchase this food, they will continue to do so—and the retailer gets the benefits.

THE FOLLY OF DISCOURTESY.

How simple a matter it is sometimes to lose a customer? A forgotten parcel to-day, a careless statement to-morrow—and the customer goes elsewhere.

A case in point. A grocer in an Eastern Ontario town drove a good customer away because of a little discourtesy—unintentional, probably, but nevertheless sufficient to reduce his turnover some $300 a year. The woman had sent her little daughter to the store for a loaf of bread and asked her to see that it was not wrapped in old newspaper. However, when the loaf was brought to her it was inside one.

"Mamma told me," she said, "that you were not to wrap it up in a newspaper; she doesn't like it that way."

"Go back and ask your mamma if she would like it wrapped in silver paper," was the reply of the grocer as he changed the parcel.

The little girl naturally did as she was bid with the result that her mother changed the family grocer with the next order.

Courtesy is certainly a necessary requisite to any one dealing with the public. Discourtesy has lost a great deal of business. Service nowadays includes not only prompt attention but courteous treatment.

ENERGIES WELL SPENT.

The Durham (Ont.) Chronicle uses good common sense in the following editorial on the egg and butter situation:

> "We fail to understand why a merchant should buy rotten eggs to please the farmer, and then sell rotten eggs to displease his customers. To say an egg is rotten or stale is surely no reflection on the farmer or the farmer's wife, beyond the fact that they were kept too long before being marketed. They certainly should be graded and paid for according to quality and not on a uniform basis for anything called eggs. It is possible to insult a farmer by telling him that his wife makes poor butter, but even butter should be graded and paid for according to quality. Only when so graded will butter become generally good. There's not much inducement for a woman to spend time and energy in making good butter when she can get the same price, for any kind of grease."

There is no more reason why bad eggs and inferior butter should be marketed at the same price as good eggs and butter, than that inferior pepper, maple syrup, or decomposed fruit should be sold for same money as the high quality article in each case.

The efforts towards quality in eggs and butter is energy well spent.

HOLDING CLEARANCE SALES.

The question of the advisability of holding clearance sales is raised by the publication of a letter in an English trade paper in which retailing methods in Canada are severely and most unfairly scored. The criticism is directed chiefly at the dry goods trade but applies indirectly to all lines of retail enterprise in this country. The charge made in brief, is that Canadian merchants sell goods recklessly without stopping to reckon profits, the idea being to build up a big turn-over irrespective of everything else. English manufacturers of fabrics are advised to keep a sharp watch on their Canadian accounts.

The writer is apparently a disgruntled old-country man who has not found conditions to his liking in Canada. It is apparent that he is either jaundiced in his whole viewpoint or very much prejudiced against this country. In either case, he has displayed a singular lack of judgment and a much warped conception of conditions here.

The stability of the average Canadian merchant is attested by the creditably small percentage of failures in this country. The number of failures last year was unusually small. It must also be considered that conditions in this country are totally different from the existing state of affairs in Great Britain. The average Canadian is a heavy spender and, as such, demands the best. A merchant cannot with impunity offer for sale goods which are out-of-date or shopworn. It has become necessary, therefore, for the merchant to keep his stocks cleaned up. To carry goods over from season to season is to invite a heavier loss than would be experienced if the stock were offered at reduced prices at the close of the season. It is possible in many sections of the old country for a dealer to carry his stocks over from season to season and to finally clean them out but such is not possible here.

Another point to be borne in mind is that the standard of retail stores in Canada, in point of equipment, is very high. It has become necessary for a dealer to have a modern store, with up-to-date equipment and to advertise extensively. This increases the cost of doing business and, with competition so keen, the only way to meet the advanced cost is to increase the turnover.

EDITORIAL NOTES.

Syrups are one of the best fall and winter sellers. Start them moving out early while the weather is yet a little warm.

* * *

Oyster Week is something new for Canada. Such unique things take well and it would be well to be well prepared.

* * *

The Trading Stamp Act is fully explained in this issue. The law is too expensive to dabble with. Study the act and steer clear of it.

* * *

It is reported that a scoop has been manufactured with a weighing attachment. This ought to curtail the number of trips to the sugar barrel.

* * *

A window running unchanged for weeks at a time not only has lost its effectiveness as a sales producer but it lowers the progressive reputation of the house.

* * *

Enter Canadian Grocer's Thanksgiving window dressing contest. Make the display attractive no matter how small the window—the biggest pumpkin doesn't necessarily get the prize.

* * *

An Ottawa statistician figures out that milk when made into butter brings only 2½ cents per quart, but when sold in the raw state, the price is from 8 to 10 cents per quart. Do the skim milk and buttermilk cause the difference?

Practical Equipment and Its Importance

Fixtures and Tools That the Dealer Can Use and What He Requires—Discrimination Necessary in Selection or Loss May Ensue—Value of the Cash Register and Computing Scale—Uses of Automatic Weighers.

*By Henry Johnson, Jr.

Many stores are inadequately equipped—are badly handicapped for usable tools. Others are so cluttered up with machines and appliances that one can hardly move around. These remind me of an oyster opening and shipping house I know of.

This house was taken over by a young man who had some great theories about "labor-saving" and "sanitary" appliances. He was given $25,000 with which to complete his work—the sum he had put into his estimates. He overran that amount. Then, seemingly on a good showing, he was given $24,000 more. At the same time, in some way, he was given permission to use his own judgment in exceeding the estimates and appropriations "in a moderate way." Result was that before the layout was completed, the investment in fixtures and appliances had been run up to $129,000; and practical men who looked over the outfit said they did not see where any room had been left in which to receive, store and handle any OYSTERS.

We must beware that we do not fall into like error.

Genius Gone Wrong.

Twenty years ago Chas. S. Slack was the foremost —— grocer. He had a really beautiful store on —— Avenue. It was finished in a white wood, stained rose color, so that it might pass for rosewood or mahogany. The design was very effective; displayed more goods to the entering customer than any store I have ever seen anywhere. Slack made money. But he got into the way of thinking up "improvements" in his store and system. Imitation woods no longer suited. He must have the real thing. He chose oak—white oak, quartered. It was handsome—and expensive—but, to the casual observer who could not appreciate its intrinsic worth, the new store had not half the individuality that the old one had carried. Hence, at much more expense, Slack had made his first mis-step. He persisted in various elmbrous systems—ways of doing things that would have swamped any smaller business in short order, and that eventually swamped him—and he was only saved from actual penury and want, after making a failure, through the generosity of a former competitor, who bought the bankrupt stock and fixtures.

This was a plain case of genius gone wrong—for Slack was a genuine genius; and we do not want to follow any such example .

The True, Sane Way To Do.

The way to go about the purchase of equipment of all kinds is to carefully, coolly and slowly consider just what you can actually use to undoubted advantage and individual profit.

It is well to look around and see what others are doing—no better way to get information than to see things in actual working conditions in other places of business. But beware of the error of supposing, for example, that because the People's Market finds profitable use for a big refrigerating plant, you, too, can use such a plant in your business. Equipment costing $60 per week to operate may be profitable to that business, turning out $800,000 worth of goods annually; but similar fixtures, costing $6 per week to operate, may be dire extravagance in your business.

In these matters I should paraphrase a famous saying into: "When in doubt, WAIT; remember you can ALWAYS BUY!"

The Cash Register.

An upward step in merchandising is the modern cash register. No need for me to go into details. Your local agent will consult with you and advise as to the machine best suited to your requirements. It will be up to you, however, to decide the question whether he is recommending something that is beyond your requirements. Those agents are but human after all; and it is human to sell what is most profitable to the seller. Thus it is easy for the agent to attain the frame of mind where he will truly believe that the biggest, most expensive, most informative mechanism is what you really need, whereas something very much smaller and less expensive may answer all your immediate requirements. It is really better business for you to buy, something that will have to be discarded for a better machine in five years than to buy a register you cannot use to best advantage—perhaps even at too great a sacrifice of your own time daily —for two or three years to come. Buy inside of your requirements rather than anticipate the future too much.

But take on a register and establish one of the register people's systems of accounting. Take that system bodily, examining it to see that it covers all the needful general accounting of your business, and change your present methods to suit it. That is the best way in all respects, as you will find if you try it.

Computing Scales.

Any man can get along with old-fashioned even-balance scales, especially so long as he does most of his own work. If you yourself weigh most of the goods that go out of your store, you will not be apt to overweigh, even on the oldest style appliance. Thus you will not lose much, if anything, through using old-style, pound-and-ounce scales.

But your next step will bring the actual need for computing scales. This because you now have to depend on others and their interest, however honest and faithful they may be, is not the kind of interest you yourself will always have.

It was a revelation to me, and it will be one to you to note what a wonderful agency for greater accuracy is the system of computing values directly in money instead of in pounds and ounces, and then laboriously back into money again. See that boy over there who is weighing dates at 15c a pound. If you go closely to him you will see that the computing dial indicates overweight. You have talked with him about this, but your talk has not yet made a lasting impression. Now go over to him and show him, plainly indicated on the dial that he is overweighing 2c worth—think of it—2 cents worth in 15 cents! Why, that is 13 1-3 per cent. of overweight! Think of it, John; my average gross margin is 22 per cent.—to cover everything, including your wages; and here you are giving away 13 1-3 per cent. on this pound of dates!

A few such graphic illustrations will promote wonderful, unheard-of accuracy throughout your entire business; for you cannot possibly instil accuracy into your people in one direction without promoting greater accuracy in other things.

Get the People to Think.

Such lessons interest all people, young and old; and when you excite interest, you get attention; and when you get attention, you arouse thought; and when you have got your people to think, why the further development goes on automatically—your work can be said to be all but done, and you can turn your attention to other things!

Consider, if you will, what this kind of thing will mean to you. In fact, you can readily pay for a complete equipment of the latest and best computing

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

scales out of these savings alone; and there are literally hundreds of points I have not yet touched upon, any one of which would justify the purchase of the appliances. I know of nothing which will pay more regular or more liberal dividends than this line of equipment.

Automatic Weighers.

I have used automatic weighers, and have seen them in use in stores of all kinds, from the store which sells a ton of sugar daily to the one where a barrel lasts a week; and in no instance have I found a man who would care to do without his machine. I have one myself, and I would not be without it.

One merchant computes that it saves itself every thirty days in his business. In any event, it is a great investment in any store.

A barrel of sugar, containing 340 lbs. will yield 340 lbs. net weight by this appliance.

Not only will it enable you to weigh out goods with this great accuracy, but a child can do it as well as you can do it yourself—in fact, the child cannot fall into error with it. Think of that—no amount of careless indifference will enable the dispenser of goods to overweigh! I put a little girl or a small boy at my machine, after making the proper adjustment, and the sugar is weighed and wrapped just as accurately as a man could do it with the machine, and much more accurately than any man could do it without the machine; and the work is done as fast as the operator cares to go.

I expect to go into greater detail on all these appliances in later articles. Meantime, what I have said can be relied on.

Getting Oyster Season Started Early

How Province of Quebec Dealer Ushered in the Bivalve—Book of Recipes Prepared for Customers — Convincing Display Helps Along the Introduction—Value of a Good Start.

The oyster season is on. In prominent position the word "Oysters" is now blazoned forth on the menus of every hotel, lunch room and restaurant of standing; and as the feeling of autumn fills the air the very thought of oysters whets an appetite which would do justice to the glutton at the Court of King Arthur.

To those who wish variety no greater opportunity was ever offered than during the oyster season. Every housewife is continually hunting for something new. To her a good recipe is as a found treasure., for if there is one goal which a woman strives to attain in her own house it is to be able to prepare a more tasty dish, and to serve a finer dinner than her society rival down the street.

Getting After Oyster Business.

With this insight into the desires of the feminine mind an energetic Quebec Province grocer started last week to get after the oyster trade. Two features he played. After having made a careful collection of oyster recipes of various kinds he placed these in attractive booklet form, early in the summer. One page of the booklet gave recipes; the page opposite described the service rendered in the store, in the shipping department, and on delivery. Illustrations added to complete a favorable impression from all standpoints.

Amongst the recipes were those telling how to make fried oysters, the oysters that made Baltimore famous, oyster salads, oyster stews, oyster patties, oyster cocktails, how to serve oysters in half shell, and a variety of other dainty methods of preparing and serving.

The Display Feature.

The second feature was that of display. Cool evenings and warm sunny days favored him admirably. In the rear of his window he arranged a closed-in background, and with the help of some absorbent cotton dipped in a strong solution of alum and allowed to dry, he made a fine representation of frost crystals and refrigeration. A large thermometer in the middle of the background registered 2 degs. F., and following up the thermometer idea were large color cards reading: "Fresh oysters. We guard our stock by keeping them at an even temperature. Nothing is more sensitive to heat and cold than the oyster, and nothing suffers so much from unskilled attention. We receive fresh stock daily, and keep it right."

Another called attention to a fine booklet of latest and best oyster recipes that would be given away with every oyster purchase and still others followed dealing with the rapidity of transit from the oyster beds to the consumer, and the delivery service which the store rendered. Oysters themselves were shown in great variety; oysters in shell, oysters in bulk; oysters in bottles, etc. All were displayed on ice furthering the conviction that the firm knew the proper methods of keeping oysters in stock.

Good Foundation Laid.

This firm claims that by introducing the oyster season properly they have fully doubled their sales over the corresponding season of last year, and have now laid a firm foundation for a good season's business.

"The main thing," said their senior clerk," is to get a start, get it right, and keep it going."

ASSOCIATION NEWS

The Retail Grocers' Association of Hamilton, Ont., held their annual Hump on Wednesday, Sept. 10. This date was decided on at their last regular monthly meeting. The Hump this year went to Brantford, and while a report of the great event will appear in the next issue, it might be said here that past traditions of this unique event were enthusiastically upheld. Invitations were extended to Brantford, London and Toronto grocers to attend as well as to members of the wholesale trade.

* * *

Some of the grocers stated at the meeting that certain wholesalers were selling goods direct to the consumer. A committee composed of Messrs. Brown, Young and McIntosh was appointed to investigate the matter. President Ed. Hazell occupied the chair.

* * *

The officers of the Alberta Provincial Board of the Retail Merchants of Canada are:—

President.—J. F. Glanville, Calgary.

1st Vice Pres.—Alfred Hinds, Calgary.

2nd Vice Pres.—Jas. Patterson (grocer), Calgary.

Provincial Treasurer.—R. Burns.

Provincial Sec.—J. A. Bucknall.

* * *

The Toronto Retail Grocers' Association resume their monthly meetings on Monday evening next, Sept. 15. At the June meeting it was decided to skip July and August on account of the hot weather and the holiday season. President D. W. Clark expects a good attendance.

BIG FLOUR MILL FOR CALGARY.

Calgary, Sept. 9.—A syndicate of local and Minneapolis capitalists will shortly commence the erection of what, it is claimed, will be the largest flour mill in the British Empire.

The mill will be built in four units at a total approximate cost of $6,400,000. Work on the first unit will be begun immediately. When completed the mill is expected to have a capacity of 6,000 barrels of flour per day.

Country Merchant to Get Back Egg Trade

This is the Likely Result to Enforcing the Loss-off System—Wholesale Produce Men May Remove Buyers From Farmers' Markets—Will Then Be Up to Merchant to Buy on Quality Basis—A Result of Bad Butter.

"The aim of the new movement is to produce in Canada the finest egg in all the world."—James T. Madden, President Canadian Produce Association, in special statement to Canadian Grocer.

A unanimous decision to uphold the buying of eggs on the "loss-off" basis marked the special conference of the Canadian Produce Association held on Wednesday, September 3, a notice of which appeared in last week's Canadian Grocer. It was pointed out that some members of the Association had failed to abide by the system and it was agreed that its universal adoption would mean a cheaper egg to the public, besides a far more satisfactory condition of affairs for the farmer, country merchant and produce men.

Grievance Committee Named.

The chair was taken by the President, James T. Madden, Toronto. After a thorough discussion, on motion of Prof. W. R. Graham, of the Ontario Agricultural College, Guelph, Ont., a Grievance and Arbitration Committee was appointed to investigate alleged breaches of the agreement and to confer with the executive as to the best methods to overcome any difficulties which may arise. This committee will consist of the following members: Messrs. Fearman, of Hamilton, Hunter, of St. Mary's, Fee, Maclean and Porter, of Toronto, Gray, Champagne and Thacker, of Montreal, Emond, of Quebec, Freeman and Auld, of Ottawa, and two members from Charlottetown, P.E.I.

A Membership Committee was appointed also to secure the names of all producers and dealers as members of the Association.

Instructions on Candling.

It was also unanimously decided, upon resolution, to memorialize the Government to further expand and develop its educational work by instructions to country merchants how to candle eggs; instructions to farmers on cases and marketing of eggs; the publication and distribution of more literature; the enlarging of the territory of members of the Dominion Department of Agriculture, and the holding of meetings in the various districts, and the supplying of a simple egg-candling device for the use of the country merchant.

Among those present at the meeting were representative of the Governments

JAMES T. MADDEN.
President Canadian Produce Association, who is leading the movement for a universal "loss off" system.

of Alberta, Saskatchewan and Manitoba; Prof. Brown, Live Stock Department, Ottawa; Prof. Graham, Ontario Agricultural College, Guelph; J. H. Hare, Cobourg; James T. Madden, Wm. Ryan, Ltd., Toronto; John A. Gunn, of Gunn, Langlois & Co., Montreal; H. P. Cowan, Harris Abattoir Co., Ltd., Toronto; H. B. Clemes, Gunns, Limited, Toronto; John Porter, Wm. Davies Co., Toronto; Mr. McLean, Bowes, Limited, Toronto; Mr. Steinhoff, Swift Canadian Co., Ltd., Toronto; John J. Fee, Toronto; W. T. McDonnell, Toronto; J. E. Weston, Tillsonburg; J. B. Jackson, Simcoe; E. Cutmore, Brantford Cold Storage Co., J. H. Levitt, Exeter; Mr. Marshall, of Marshall, Rutherford & Co., Toronto; J. R. McNabb, Dungannon; Mr. Hunter, of J. G. Moore & Co., St. Marys; Mr. Silverwood, of Silverwoods, Ltd., London; John Nichol, Waterloo; J. B. Hambridge, Aylmer; Mr. Mann, London; and representatives of Willard & Co., and Ewing & Branscombe, Toronto.

Discusses Canadian Grocer Article.

In an interview with Canadian Grocer this week, the president of the association, James T. Madden plunged into the subject with his accustomed enthusiasm.

After expressing his delight at the large attendance and the unanimity displayed he turned to an article in Canadian Grocer of August 29, "Country Merchants' Idea of Loss-off System," which lay open on his desk before him.

"That's just the point we propose to solve," he declared, indicating the following query that introduced the article: "How can the country merchant purchase eggs from the farmer on the loss-off system when buyers of wholesale and commission houses send out men to farmers' markets who buy by the dozen without reference to quality?"

"Quite right," commented Mr. Madden. "Here's how we will solve it: the wholesale men will get off the markets and leave the trade to the storekeepers. That's how I will suggest the solution to this, and we are working to that end.

What Bad Butter Did.

"It was the general merchants' fault in the first place that forced us to go on the market. It was butter that drew us there first of all. Merchants did not market it in a fresh condition; they did not handle it right. We were forced on the markets to get good fresh dairy If the country storekeeper will handle eggs and butter properly, and market them fresh, I don't think the produce men will bother to go there. It was orginally a retail man's job, and it will go back to the storekeeper if he will attend to it."

In this way the produce men, dealing only with the merchant, would enforce the loss-off system, and the latter in turn would apply it to the farmers.

Aid From Government.

Mr. Madden outlined the course that the executive would follow:

Applications will be made to the governments of the Dominion, Ontario, Quebec and Prince Edward Island, asking them to send their representatives to all the different sections to talk up the propaganda for better eggs, and show the country storekeepers, and farmers, and all connected with the trade, the value of handling eggs according to the programme laid down by the association. The egg industry in Nova Scotia and New Brunswick is not sufficiently developed yet.

The Ottawa Government will continue its active co-operation in sending out literature and samples of candlers, and using its officials to carry on the work of education.

"Our aim is to produce in Canada the finest egg in all the world." concluded the president.

Current News of the Week

Quebec and Maritime Provinces.

Burdick Bros., grocers, have registered in Montreal.

W. H. Worth, grocer, Windsor, N.S., has sold to C. J. Cochran.

Honore Raymond, grocer, Iberville, Que., is succeeded by his son, T. H. Raymond.

Jno. Simpson, of Chase & Sanborn, has returned from a trip through the maritime provinces and Newfoundland.

Thos. Murphy, of John Caldwell Co., Montreal, P.Q., left this week for New York, where he intends spending a holiday.

The Anglo-French Mfgr. Co. has been registered in Quebec with head office in Montreal, to manufacture syrups, essences, etc.

John Anderson, manager of Chase & Sanborn, Montreal, returned on Tuesday from a trip by motor to Boston and the white mountains.

Alan Hughes, son of the patentee of Molascuit, is at present in Montreal. He is making a tour of Canada, visiting all the agricultural colleges.

W. A. Sadler, sales manager of Canada Starch Co., Ltd., will leave Montreal to-night (Friday) on an extended business trip through to the Pacific Coast.

Edward Lefebvre, manager of the Ocean Mills, Montreal, manufacturers of Chinese starch, spent the week-end at Plattsburg, New York, covering the distance between latter and Montreal in his motor.

Fire broke out last week in the factory of S. H. Ewing & Sons, Montreal. Some damage was done the cork and spice departments, but the amount has not yet been estimated. Though some delay will of necessity be caused in making deliveries, everything will be in operation as quickly as possible, and it is not thought that any serious hold up will be effected.

Ontario.

Chas. Cheeseman, grocer, Barrie, Ont., has sold his business.

H. Seargeant, grocer, Midland. Ont., is succeeded by Kettle & Co.

J. Coulton, general merchant, Mimico, Ont., is succeeded by A. D. Norris.

Jno. Anderson, grocer, Smith's Falls, Ont., is succeeded by L. A. Taggart.

A large percentage of the merchants of Toronto have signed a petition for early closing.

The general store of F. W. Fay, Port Burwell, Ont., on Lake Erie, was damaged by windstorm.

The grocery and crockery store and residence of W. A. Guilfoyle, Lucan, Ont., was seriously damaged by fire recently.

Leonard Barker, grocer and confectioner at 1,134 Yonge Street, Toronto, was found dead in his apartments in connection with his store recently.

T. W. Williams, of Melbourne, has rented a new store on the corner of Wyandotte Street and Parent Avenue, Windsor, Ont., and will open shortly with a grocery stock.

C. H. Seeley, grocer, conducting business at the corner of Murray and Adelaide Streets, Chatham, Ont., has sold out to Percy Cornfield, for several years with E. R. Snook's grocery.

The grocery store at the corner of London Road and Woolwich Street, Guelph, Ont., purchased a month ago by Mr. Beattie from the estate of the late Mr. Fielding, has now been sold to C. C. Borden, of Fergus.

J. G. Murdoch and R. D. Cameron, Lucknow, Ont., have amalgamated under the style of Murdoch & Cameron Co. Business is being continued in the store, which has been occupied by Mr, Murdoch.

Sam. J. English has purchased from D. Jamieson and Mrs. M. Watson the grocery and confectionery business carried on in King Street, Forest, Ont., for several years. He took possession this week.

St. Mary's, Ont., ratepayers will, on Sept. 27, vote on a proposition to guarantee the bonds of Carter, Son, & Co. to the extent of $50,000, the company, which is now capitalised at $200,000, agreeing to erect a 600-barrel flour mill at a cost of $75,000.

In the single gelding or mare class open to grocers at the Canadian National Exhibition, R. Matthews, a Yonge Street, Toronto, grocer, took first and third prizes. R. W. Davies, grocer on Homewood Avenue, Toronto, got second prize, and W. J. Hooper fourth.

A report from St. Catharine's, Ont., states that the Tomato crop this year is exceptionally heavy and the quality is good. The four canning factories in St. Catharines alone will use 230,000 bushels. Plums, too, are decidedly plentiful, and the canners are paying as low as one cent per pound. Last year the minimum price was 2½ cents, and ten years ago it was as high as seven cents. The canners report no great difficulty in securing plums at the low rate, although the growers who are accepting this figure are far from being satisfied.

Western Provinces.

Marvin Bros., grocers, Winnipeg, have sold to Wooley & Jenkins.

Miss G. Ward, grocer, Calgary, Alta., has sold to Mrs. G. H. Moore.

The farmers around Salmon Arm, B.C., are considering starting a co-operative store.

J. G. Sandsmark, from Norway, is visiting Western Canada in the interests of a Norwegian fish canning company.

Eastern Manufacturers, Limited., Saskatoon, Sask., sustained a fire loss recently. Stocks of teas, brooms, chocolate, rubber goods, etc., were badly soaked with water.

The Lake of the Woods Milling Co., Ltd., have decided to build another large mill in the West in the near future. Neither size nor location have yet been definitely decided, but a 3,000 barrel mill is what is now proposed.

A Western United States Fishing and Packing Company paid fines amounting to $2,856.36 as result of an action brought against it by the State Fish Commissioner when they failed to place salmon fish traps in the regulation depth of water under orders of the Commission.

To W. J. BRIGGER, president and general manager of the T. Upton Co., Hamilton, Ont. Mr. Brigger was born in Hamilton on Sept. 14, 1868. Since he was 19 years of age he has been in business for himself, his first venture being the grocery business in his home city. Twelve years ago he took an interest in the T. Upton Co., and while he gives all his activity to this business, he has interests in a number of other industries.

The Clerks' Page

By the Cub Reporter

POINTS ABOUT GOOD BROOMS.

The Cub Reporter.—In selling a good broom—the higher priced one—I would use a line of argument about as follows:

"You'll observe, Mrs. ——, that the corn in this 40 cent broom is of a finer quality. There are no knots in it, and it is not bunchy like the other. It will, therefore, not only do more effective work, but it will last longer.

"A good broom about the house is undoubtedly a very helpful thing."

Yours for better quality.

Winnipeg, Man. A. H. McL.

IN THE CORN QUALITY.

The Cub Reporter.—As to selling a 40-cent broom instead of a 30-cent one. I think when a customer asks why the difference I would point to the better quality of the corn.

"The handle, too, is smoother and not quite so thick. It is made of lighter and better wood than the cheaper one.

"You will see, too, that there are five ties on this one and only four on that—the one is reinforced and the other is not."

I have sold many a good broom in this way. OTTAWA CLERK.

APPEAL TO BETTER NATURE.

The Cub Reporter.—Noticed your broom question on last week's Clerks' Page. I am very much interested in the sale of higher quality goods.

In selling the more expensive broom to a particular woman I would carefully point out that the broom, being of superior quality, only people of her knowledge and standing could afford to buy such a good article.

Proceeding to make the sale from the same standpoint, I would strongly emphasize the fact that, being careful of her housework, she would naturally want the best broom she could get, and not the ordinary variety.

EARL O'NEIL.

Chatham, Ont.

SELLING A GOOD BROOM.

How would you sell an expensive broom, Mr. Clerk?

You show a woman a 40 cent broom, and then a 30 cent one. She asks you why there should be a difference.

What would you say?

Read on this page how other clerks sell the expensive broom. Note the points they bring out in their letters.

Have you used any others?

How would you get the extra 10 cents and give the better value?

Write and let us know.

REMEMBER CUSTOMERS' NAMES.

The faculty of remembering names and faces is a valuable one for retail dealers and salesmen. It is a valuable asset for the specialty man, for he gains a certain advantage over the big store in personally knowing his customers.

Many clerks find it difficult to remember customers sufficiently well to call them by name on entering the store, but this quality can be aided and developed by the use of memorandums, which will help the memory.

It is a good plan to jot down a few notes after the customer leaves and while fresh in the mind as to certain characteristics of his or her appearance and the name. A pad or note book and pencil always at hand will serve a valuable purpose in assisting the memory on such things and will repay for the trouble many times over.

Most clerks are well posted on prices and qualities, but fail to recognize a customer by name, and the advantages of greeting the visitor as though you considered him a personal friend goes a long way in holding his trade. Care must be taken to avoid undue familiarity and importunity, but to greet the customer by his name when he enters your store is the best preparation for a sale.

VALUE OF CONSISTENCY.

Some good advice is contained in the following extract from an address given by an official of a large store fixture manufacturing concern to the salesmen:

"It is vital for this company to see that our boiler-house gets the right food and it is just as important for you as the owner of a beautiful human machine like yours to see that it is given a fair chance.

"We must learn to act from thinking and not from a notion. We want knowledge, not notions. We should not be cranks. We need simply to give the subject careful study and analysis and a little common sense and we will reach the proper result. Let us start into it in a simple way. Let us eliminate some of those things that we know don't help us.

"It is not the fellow that is jumping up and down all the time that produces the best results. It is the fellow who keeps his human machine in good shape, using his brain and doing some good consistent thinking.

"This is what we want: A stronger and more efficient generation. If we have lost twenty years of our lives because of our own faults in eating and sleeping and other habits, let us not do our children the injustice of not protecting them from that same sort of thing.

"The goal of achievement is progress. That is the big underlying principle in this business—to be progressive."

OBSERVATIONS OF THE CUB REPORTER.

A happy smile is about as good an argument as one can use.

• • •

Appreciation of the little things is half the success in life.

• • •

Hard luck stories are not worth more than a dime.

A panoramic view of the Canadian National Exhibition at Toronto, taking in the Manufacturers' Building, Press Building, the Grand Stand, the Dairy and Applied Arts Buildings, and the big fountain. Lake Ontario is just beyond the Manufacturers' Building.

Attendance of More Than a Million People

Great Canadian National Closes With Record Crowds—Many Improvements Noticed, and More are in the Making— A Year of Rapid Progress—Exhibits of Many Manufacturers.

Toronto, Sept. 11—Even if we come not within sight of the castle of our dreams, we are enjoined to still be thankful for the golden moments of life. If "the thanks" be justified in such a case, how much more so should they be justified when the castle is reached?

For some years now the Canadian National Exhibition directors have strained every effort to secure a million attendance at this famous fair. This year the goal of their ambitions has been attained. The million mark was surpassed by some 9,000 people—a two week's record which stamps the Exhibition as the greatest on the American continent—if not on the Globe. But not content with this, the directors are showing the business man's spirit in beginning now to make next year's attendance a million and a quarter.

A Great Education.

The educational feature of the Canadian National is undoubtedly its greatest asset. No one with eyes to see and ears to hear could possibly attend it without going away with a better and more thorough knowledge of the conditions and progress of the era in which we live. This exhibition is truly "National" in its scope. Every province of the great Dominion was represented. The wealth of the waters and forests of British Columbia; the vast grain resources of Alberta, Saskatchewan and Manitoba; the world-famed products of Ontario and Quebec, and the Maritime Provinces—all were in conspicuous evidence. In every building on the grounds the fruits of the labours of man in every walk of life were well exemplified.

Improvement Work Goes On.

Every year sees many an improvement. Since September, 1912, more streets have been paved. New live-stock sheds have been erected and moved farther from the centre of the grounds to give room for further exhibits; additional exhibits from outside countries were noticed; for the first time there was an extensive showing of fish from all provinces of Canada; more products were there from the British West Indies—and from an amusement standpoint there were additions galore.

Next year the aim, as aforementioned, is a million and a quarter people with many new improvements.

A TWO-FOLD OPPORTUNITY.

On the pages following are reproduced the exhibits of a great many manufacturers of foodstuffs and equipment of interest to the grocery trade.

Every retail grocer in Canada should take advantage of the foodstuff exhibits in two ways. Each display has in it the suggestion for splendid window and interior trims. Experts in display went to the trouble to show the goods at the Canadian National Exhibition to the very best advantage and a glance over the succeeding pages demonstrates the success attained.

Again, a million people saw the goods exhibited. Thus a greater interest will henceforth be taken in them. Every dealer should take advantage of this wide publicity by cooperating with the manufacturer, in pushing at once the sales of these goods.

With the manufacturers help and a strong "follow-up" campaign the best results can be obtained from the exhibits at the big "Fair."

The attractive exhibit of Foster Clark's Cream Custard and Other goods of the Canadian National Exhibition made by The Harry Horne Co.

FOSTER CLARK'S CREAM CUSTARD AND EIFFEL TOWER LEMONADE.

To make the celebrated Foster Clark's Cream Custard still more widely known among Canadian consumers large quantities of sample tins were given away at their attractive booth in the Manufacturers' Building. Each tin given away by the Harry Horne Co., Canadian agents for Foster Clark, was large enough to make a quart of delicious Cream Custard.

Convincing proof of the high quality and wholesomeness of this dessert was given by the demonstrator in attendance to thousands of the "Big Fair" visitors. What this means to the retailer who stocks, displays and pushes Foster Clark's Custard Powder is self-evident. No store should be without it. It has by sheer force of its merits gained a stronghold in Canada impossible to dislodge.

Besides the Cream Custard, the Harry Horne Co. exhibited other products of the Foster Clark Company, including Eiffel Tower Lemonade which, like the Custard has gained a splendid reputation in Canada; H. D. (Home Doctor) Health Salts and Foster Clark's Tablet Jellies.

These are all lines that will pay the grocer to push. Their merits bring back the repeat orders and no article is of any use without that quality.

Full information on all of Foster Clark's Goods may be obtained from The Harry Horne Co., 309-311 King Street west, Toronto.

PEEK FREAN'S BISCUITS.

THE great biscuit house of Peek Frean & Co., Limited, London, Eng., through its Ontario agents, The Harry Horne Co. had the distinction of having the first Old Country biscuit display at the Canadian National Exhibition.

It was a pleasant surprise to those who already knew of the high qualities of Peek Frean's Biscuits to see them there and many expressed their delight at knowing that this widely known firm was represented and that their biscuits could be obtained in this country.

Demonstrators in charge furthered the reputation of Peek Frean's quality goods by having visitors actually test the samples.

The Short Cake, Teddy Bear and Biliken biscuits were the three lines that appealed the strongest to all who had the pleasure of viewing the exhibit. While it is only a little more than a year since this Old Country firm has been represented on the market in Canada, their products have met with the most encouraging favor. The last Ontario Customs reports show that they have the largest sale in this province of any Old Country line. This in itself bespeaks their goodness.

The history of the Peek Frean biscuits dates back a good many years. An international business has been built up in the intervening time. Their factory in the world's metropolis is of the most modern character, and working conditions ideal. Best and most up-to-date machinery is used, all of which combined with high quality and absolutely pure materials and expert biscuit makers, has gone to make the reputation of Peek Frean biscuits a great permanent asset, not only to the firm itself but to every aggressive retail grocer selling them.

Every grocer can feel assured of repeat orders in these goods. Purity and excellence of quality have ever been the key note of the business. Purity is synonymous with everything in connection with Peek Frean & Co.

The Harry Horne Co., 309-311 King St., W., Toronto, will gladly supply any information desired by members of the trade. Drop them a line for illustrated price list.

This display of Peek Frean's Biscuits, made by The Harry Horne Co., was the first Old Country biscuit exhibit ever seen at the great C. N. E.

Where thousands made their first and a lasting acquaintance with Bournville Cocoa and Cadbury's Chocolates.

BOURNVILLE COCOA.
CADBURYS' CHOCOLATE.

SAY it over to yourself: "Bournville—the last word in cocoa." That's one of those phrases that has come to stay. Bournville is in a class by itself—the place as well as the cocoa. You know the truth about the cocoa from a single cup. You must visit that beautiful "home" at Bournville, in England, established for the manufacture of cocoa by Cadbury Bros., before you realize the idea surroundings that help mightily in the turning out of an ideal cocoa.

Crowds thronged about the booth in which Cadburys' latest production, Bournville cocoa, was being served at the Exhibition, eager to taste this delicious beverage, and three large urns were kept constantly in use. In between the rush of serving, the demonstrators explained an ingenious Gift Box Coupon scheme for extending the sale of Bournville cocoa; every collector of 20 Bournville coupons would receive a handsome free box of Cadburys' assorted chocolates. Thousands of coupon sheets were distributed showing the method of collecting, ranging from 1 coupon for ¼ lb. tin to 4 for 1 lb. The Bournville cocoa itself is prepared from beans from Cadburys' own plantation, so that the firm have complete facilities for turning out the finest cocoa in the world.

Cadburys' chocolates, as shown beside the other aisle, and of which samples were enjoyed by many sweet-tooths among the fair sex, included cream bars, nut milk bars, and dairy milk chocolates. As souvenirs there were handed out fans for the hot days and puzzles and drawing novelties, all tending to familiarize the public with Bournville cocoa and Cadburys' chocolate.

That Bournville brand of cocoa looks like a comer in Canada, and it will pay every grocer to try it and give a liberal order for Cadburys' chocolates.

Mr. E. W. Pyke, Toronto, representative of Magor, Son & Co., Montreal and Toronto, was in charge of the booth. This firm holds the Canadian agency for Cadbury Bros.

Exhibit where Bird's Custard and Egg Products and their other high quality goods were shown.

BIRD'S CUSTARDS, EGG POWDERS, JELLY POWDERS AND BLANC MANGE.

WHAT booth was it that drew so many old country people in the Manufacturers' Building? Bird's, with its Custard and Blanc Mange and Egg Powders. As soon as the big signs caught their eye, they made a bee line to renew again acquaintance with those dainty flavoured dishes that had been their favorites from childhood. No wonder that thousands of samples of custards and blanc mange were consumed, and thousands of inquiries made for dealers who kept in stock the goods of Alfred Bird & Sons, Limited, Birmingham, England.

The stand was in charge of Mr. E. W. Pyke, Toronto, representative of Magor & Son & Co., Limited.

The rush of the old country users simply illustrates the results that are bound to follow the wide distribution of Bird's products in Canada. This firm stands as the absolute originators of custards and egg powders, and their supremacy after 75 years remains unquestioned. Quality has been the watchword, not price, from the very start. So universal a "vogue" was created that hosts of imitators have sprung up. But the name of Alfred Bird & Sons, Limited, on every package is your guarantee still for purity and excellence.

These goods include Bird's Custard Powder, of incomparable quality and delicate flavor; Bird's Blanc Mange Powder, of creamy richness, made in a moment; Bird's Crystal Jelly Powder which, dissolving instantly, forms a jelly clear as crystal and with all the exquisite flavor of old-fashioned jellies; Bird's Egg Powder (egg substitute), imparting the lightness, richness, and flavor of new laid eggs to cakes, buns, puddings, etc., and a great favorite especially during the winter months, when the price of eggs runs beyond the average purse; and Bird's "Spongie," which makes, without chance of failure, a delightful, spongy and moist Swiss roll.

Thousands of samples of these preparations, with a valuable book of recipes, were distributed during the Exhibition, and a new market has been opened to the grocer. Get in touch with Alfred Bird & Sons, Limited, of Birmingham, England, through their Canadian agents—Magor & Son & Co., Ltd., Montreal and Toronto.

Lytle's "Sterling" goods were very attractively presented to the million visitors at the Exhibition.

LYTLE'S "STERLING" BRAND GOODS.

"THE T. A. Lytle Co.'s I Will Go. Dis makes good catsup," was the inscription on one of the cutest looking cards handed out at the Exhibition. A little Dutch boy was drawing a huge tomato with a flag stuck in the top, and on it the word "Sterling." Nineteen thousand of these cards were given away on Children's Day alone, and over 100,000 during the big Fair. A pretty good opener in 100,000 homes for "Sterling" brand catsup this fall.

These attractive rows of bottles in the booth in the Manufacturers' Building were not all filled with catsup. "Canada's Largest Pickle Industry" stood out in bold lettering below the counter, and "Sterling" pickles were prominent in the display; sweet, chow chow, onions, and many more. Besides pickles and catsup the "Sterling" brands include jams, flavoring extracts, raspberry vinegar, orangeade, lemonade, lime juice, grape wine, port wine, crushed fruits, mint sauces, etc.

So popular has the "Sterling" brand become that the firm was forced to make a large extension to their factory on Sterling Road, Toronto. And this is now busy on the season's pack. The extension will ensure a prompt filling of orders, but in order to keep ahead of the demand, already a second enlargement is contemplated. This can have only one meaning to the grocer; the public know the "Sterling" brands. They like them and use them, and the grocer should share in this Valuable Asset of the Lytle firm. It means easy sales in the many lines covered by the term "Sterling."

The members of the T. A. Lytle Co., Limited, appreciated this attainment to the full and with the same measure of foresight and ability that has produced this satisfactory condition.

They are determined that the best selection of fruit and vegetables, cleanliness in handling, and a wide-spread publicity shall continue to attend the firm's efforts in the future.

They are aiming to make the name "Sterling" a standard for quality in every one of the many products that are turned out of their factory. A grocer who carried brands with a title already familiar and trusted by a large section of the public has more than "Half the Battle" won.

KNORR'S SOUPS, ETC.

THERE were few exhibits at the Canadian National Exhibition this year which attracted more attention from the general public than Knorr's, which was busy from early morning until late in the evening and kept the demonstrators fully extended, sampling the different kinds of soups and explaining the use of such lines as dried vegetables, macaroni, etc.

Knorr's Soups, both in squares and rolls (Erbswurst), were highly appreciated both by the public and trade alike and quite a number in the trade were pleased to order after having satisfied themselves by sampling as to the quality.

Messrs. Knorr put up over thirty varieties comprising several new lines. Scotch Broth, Mutton Broth, Consomme Julienne which were very popular and all soup squares are sold at 5 cents, which makes three plates of soup. Messrs. Knorr are probably the oldest and largest manufacturers of prepared soups and vegetables, and also make a very fine line of macaroni, vermicelli, noodles and spaghetti, also prepared flours, consomme cubes, etc.

They also adopted the principle of taking all orders through the trade, which will no doubt be appreciated.

This exhibit was in charge of Mr. W. H. Wilson, Canadian manager of the MacLaren Imperial Cheese Co., Ltd., who are Messrs. C. H. Knorr's Canadian agents.

The demonstration booth of Knorr's Soups for which The MacLaren Imperial Cheese Co., are Canadian [illegible]

"STEERO" BOUILLON CUBES.

A CUBE makes a cup—of "Steero."

A customer pays you 10 cents for a box of four cubes, so that every time he makes a cup of "Steero" it only costs him 2½ cents.

"Steero" is the concentrated essence of the finest of beef. Every cup contains the most powerful body building food article obtainable.

"Steero" Bouillon Cubes were demonstrated in the Manufacturers' Annex at the Canadian National Exhibition to thousands of the million visitors.

Every retail grocer knows what this will mean in sales of "Steero" Cubes once he stocks and displays them.

They have the quality and merit that bring the desired repeat orders.

"Steero" solves the problem on what to serve the unexpected visitor. With fall and winter season coming it will be found a rapid seller.

There is no waste to "Steero." There's nothing sticky to soil the fingers or stick to the spoon.

"Steero" Bouillon Cubes are already seasoned. No salt or pepper is needed.

Added to soups as a "stock," 'Steero" imparts a richness and a new flavor.

"Steero" is also sold in boxes of 10 cubes for 25 cents. It is simply solid soup prepared from the finest of beef by the most scientific processes — the crowning result of long experiment.

In making "Steero" Cubes, the condensed essence of beef is relieved of all moisture. It is then flavored with fresh herbs and vegetables and the cubes are carefully wrapped and packed in the sealed tin boxes—germ proof, sanitary, and hygienic.

What better food can any retail dealer sell his customers?

Now is the time to stock up for the fall and winter demand. The fortnight demonstration at Canada's great Exhibition will help every grocer from coast to coast.

The American Kitchen Products Co., of New York manufacture "Steero."

Their distributing agents in Canada are Lymans, Limited, of Montreal, and Lyman Bros., & Co., Toronto. "Steero" is sold through the wholesalers.

Make your next beef essence order read "Steero" and you won't be disappointed.

You can place your highest recommendation on "Steero" Bouillon Cubes without hesitation.

Demonstration booth of The American Kitchen Products Co., where "Steero" was shown.

THE CANADIAN POSTUM CEREAL CO.

OF the many highly educative demonstrations in the Manufacturers' Building at the Canadian National Exhibition, Toronto, the retail grocer cannot attach too much importance to that of the Canadian Postum Cereal Co., Ltd., Windsor, Ont. Their large and very handsome booth, not only contained a striking display of the company's products, but these highly nutritive foods were daintily served to thousands of visitors during the two weeks of the Exhibition.

This was the feature which demonstrated in most emphatic manner those qualities embodied in "the reason" behind the universal demand for instant Postum, Grape-Nuts and Post Toasties. Two weeks of direct association with the people of Canada went to show, as it has done before, that these products have a definite place in their appreciation.

The display was in charge of Mr. Geo. S. Fergus, and may be classed among those exhibits which have solved the problem of getting in touch with every class of visitor to the Exhibition. For the enthusiastic souvenir hunter the booth was the distributing point of sample carriers, and for the thousands of people who visited the "Fair" for entertainment, there were cups of Instant Postum or dishes of Post Toasties or Grape-Nuts.

Another fact of special importance to the dealer was that no cash sales were made during the demonstration, but orders were taken and forwarded to various merchants throughout the country, thereby giving to every one the patronage of his own customers. In behalf of the retailer who must serve the insistent demand for Postum, Post Toasties and Grape-Nuts, this was an exhibit that served a most useful purpose.

The exhibit where Post Toasties, Instant Postum and Grape Nuts were demonstrated.

ST. VINCENT ARROWROOT.

THOUSANDS and thousands of people saw St. Vincent Arrowroot displayed in an appropriate West Indian stand in the Government Building of the Canadian National. The uses and advantages of this popular food were explained to visitors from coast to coast. This is bound to have a good effect on sales in Canada and should gain the attention of every interested dealer.

To know more about any article is to sell more. St. Vincent Arrowroot has made a name for itself in Canada. Biscuit manufacturers pay it a high compliment in their "Arrowroot" biscuit for children as well as grown ups. It is one of the rapid sellers among the fancy biscuits.

St. Vincent Arrowroot is unexcelled as a breakfast food. It is pleasing to the palate and highly digestible. It is useful as a food for the delicate and beneficial as a delicacy for the robust.

St. Vincent Arrowroot has been highly recommended by medical men as an agreeable non-irritable article of diet for children in the form of cakes, biscuits, or puddings; boiled with milk or water, sugared and flavored with spices, lemon-juice or wine. For young children a little caraway or cinnamon is advised.

St. Vincent Arrowroot has probably made its greatest strides as a diet for family use. Where food-value and economy is concerned, it is a great boon to the housewife. Arrowroot custards, puddings, blancmanges, with jams or fruit jelly are most delicious dishes.

In the sick room St. Vincent Arrowroot is used both as a powder and a food.

It is perfectly digestible at all hours and by all persons in any condition of health.

In short, St. Vincent Arrowroot is "The Standard of Excellence" as a food.

At the Exhibition C. S. Pickford, representing Pickford & Black, of Halifax, N.S., was in charge of the display.

Many recipe booklets were given away, which will mean a great help towards sales. Copies of these with any other information may be secured from The Arrowroot Growers' and Exporters' Association, St. Vincent, British West Indies, or from any of the company's agents.

Get in touch with them now.

The exhibit of St. Vincent Arrowroot from the British West Indies.

"Bulldog" Ammonia Powder and other specialties were shown here. Thousands of visitors were interested in these high grade goods.

JOHN B. PAINE, "BULLDOG" BRANDS.

IT was a happy thought of the John B. Paine Company, Limited, when they chose "Bulldog" in picture and name for their ammonia powder, chloride of lime, and other cleaners. The conquering bulldog and the motto under it, "We clean up everything," is responsible probably for thousands of sales of the products of this firm in the grocery stores of Canada.

In the exhibit this year in the Manufacturers' Annex the background consisted of thousands of cans of "Bulldog" ammonia powder in its well known yellow labels. The counter was devoted to the sales of a popular combination—a box of bulldog shoe polish, black or tan, a miniature package of ammonia powder, liquid blue and a silk fan, with a catalogue of the firm's premiums, including a new line, crockery.

Another "Bulldog" brand, whose usefulness was demonstrated to thousands, was "Bleach-O," put up in tins, for removing all kinds of tea, coffee, cocoa and fruit stains and bleaching woollen goods absolutely white.

Chloride of lime, borax, shampoo paste and a hat cleaner are among the other "Bulldog" brands for which the firm is creating an increasing demand by their advertising methods, and thus co-operating with the trade in the most practical manner.

Now that house-cleaning time is near at hand, the grocer will have the very best of chances for testing the advantages of the "Bulldog" brands. Get in a supply of ammonia powder, of chloride of lime, Bleach-O, etc., and the firm with their massive "Bulldog" cards will help you in a window display that will draw the attention of every passer-by and you know what that means in sales.

The John B. Paine Co., Limited, aim to keep in close touch with the trade. Hundreds of dealers in Canada are wearing their neat souvenir. Watch for it with the yellow bulldog, and the ever-present "We clean up everything."

That "Bulldog" brand is a good line to get next to.

H. P. SAUCE AND PICKLE.

WHEN a firm increases its orders many fold over last year at its booth in the Manufacturers' Building it has a double meaning. The goods within the year have become more widely and favorably known, and the sampling and demonstrating over the Exhibition counter have convinced the public that there is no sauce or pickle just the same as H. P.

Curiosity as to the meaning prompted many an enquiry. H. P. stands for Houses of Parliament, and is manufactured from Oriental fruits and spices, blended by a secret process with pure malt vinegar, manufactured by the Midland Vinegar Company of Birmingham, England. This sauce is used on the dining tables of the British Houses of Parliament in London, England, also the Dominion Houses of Parliament in Ottawa, Canada.

The rush of orders this year at the Toronto Exhibition was so great that they had to double their staff of demonstrators.

No small part of the appetizing qualities of H. P. Sauce and Pickle is owing to the process in the manufacture of the vinegar. The Midland Vinegar Company have two million gallons always in store, which is allowed to stand for twelve months so that it will be properly matured before shipping or using in the manufacture of H. P. Sauce and Pickle. This assures a uniformity in quality as well as a mellowness in flavor that is distinctive of H. P. goods. The general public appreciate this fact, and after once using H. P. Sauce will allow no substitute.

These lines are being extensively advertised throughout the Dominion of Canada, and are being sold by energetic salesmen from Halifax to Vancouver.

The Midland Vinegar Co.'s booth in the Manufacturers' Building where H. P. Sauce was sampled by thousands of visitors.

Canadian agents, W. G. Patrick & Company, Limited, 77 York Street, Toronto, also carry stocks in their branches at Montreal, Winnipeg and Vancouver, which enable them to make prompt delivery at all times.

H. P. Sauce will be found to the front in every good grocery store in the Dominion.

THE COWAN PRODUCTS.

THE Cowan Company's exhibit was one of the liveliest in the Manufacturers' Building.

The crowds which surrounded it at every hour testify to the close of another year of triumph for Cowan's Perfection Cocoa, Cowan's Maple Buds and all the other Cowan products.

Samples of Cocoa, chocolate and confections were distributed to visitors from the whole world and dealers from all Canada came to order supplies of fall and winter goods. And, truly, it is a triumph for PURITY which has ever been the keynote of Cowan products.

The delicious flavor of "Perfection Cocoa," and of "Maple Buds" is due wholly to skill and care in blending the various beans not at all to the addition of any outside flavoring matter.

This firm is carrying on an extensive advertising campaign throughout Canada to boost sales, which, together with its long established name and reputation make it one which dealers should be glad to tie up with.

The Cowan Co.'s exhibit was one of the liveliest in the Manufacturers' Building.

THE BARR REGISTER EXHIBIT.

THE "Barr Account Register," manufactured by Barr Registers, Limited, Trenton, Ont., was shown for the first time this year at the exhibition, but the attention it attracted has decided the firm to include this in their campaigns in future for reaching the grocers of Canada. Hundreds examined it, and were impressed not only by the skilful system by which a mass of bookkeeping is saved, and customers induced to pay their accounts regularly, but by many ingenious devices and improvements over the regular line of registers on the market. Merchants who were using it dropped in and reported that it was giving every satisfaction; those using other makes paid this many compliments on the points in which it differed, and all alike received courteous treatment from Mr. Albert Million, sales manager for the Dominion and his assistants.

The Barr register contains a space for each customer just the size of your counter check book. As soon as a bill is made out the balance already recorded in the register is brought forward, the new bill filed away, and the customer given the duplicate with the total of his indebtedness to date. This simple system gives you three important results—the customer receives a bill of his current purchase and his account to date, thus encouraging an early settlement; and your own bookkeeping is done without a pen-stroke further. Moreover, your books are not loaded with heavy debts, but each is wiped off frequently. You save bookkeeping, save your own time, avoid mistakes, and know where you are right up-to-date.

Some of the special advantages of the Barr Register are very evident. There is an independent index which does not interfere with the operation of the metal "leaves"; there is a complete privacy of accounts and customers' names; the metal leaves of the "book" adjust always to one level, whether one or a dozen are handled; from 300 to 1,000 accounts can be kept as compactly as 100; it is neat, convenient, and very rapid in operation.

The floor cabinet style contains, in a small space, always ready to your hand, not only the complete register, but a complete filing system for invoices, records and correspondence of all kinds. All registers of both floor and counter cabinet style are in attractive oak or mahogany cases with brush brass finish.

The Barr Register is a valuable agency for getting your money in and stopping the leaks in your profits.

The Barr Registers exhibit. This was a mecca for many of the trade during the two weeks of the Exhibition.

"Ye House of Holbrook's" exhibit showing the attractive and inviting arrangement of Holbrook's imported specialties.

"YE HOUSE OF HOLBROOK'S."

A HOUSE that has triumphed over the storms of competition for over one hundred years was the suggestion of a striking exhibit in the Manufacturers' Building, "Ye House of Holbrook's," which is here reproduced. With its weathercock, its stone chimney and tiled roof, the name of Holbrook's, Limited, and the goods the firm turns out, are likely to linger in the memory of many thousands and become in Canada the household name that has been its privilege since the foundation of the large business in 1798.

And business of what? The beautiful displays in bottles showed; and the hanging signs: "Holbrook's Worcestershire Sauce"—now famed throughout the world Holbrook's pickles, Holbrook's punch sauce, Holbrook's pure olive oil, Holbrook's pure malt vinegar, Holbrook's sardines and kippered herring, Holbrook's cocoas and jellies, Holbrook's jams and marmalades, Holbrook's custard powder, egg powder, ground rice and peas."

A word or two about a few of the many lines that will explain something of their lead among competitors for the last hundred years. The familiar slogan "Imported Absolutely! !" which characterizes their advertising conveys a significant meaning for no manufacturing whatever is done on this side of the Atlantic, every article they put up being imported from the other side.

The most famous of their products is Holbrook's Worcestershire Sauce which has the largest sale in the world, but few people realize how intricate and scientific is the process by which they produce this article, it being matured like an old wine, the operation occupying between two or three years before it is ready for sale.

In order to handle expeditiously their enormous business Holbrook's, Limited, have in addition to their offices in London, Birmingham, Manchester and Stourport, England, branches in Toronto, Montreal, Chicago, as well as in South Africa and Australia.

The demand throughout Canada alone is so general that no less than 20 travelers are required to take the orders of the trade. This is believed to be the largest organization of any English specialty house operating in the Dominion. Their executive offices for Canada and the United States are in Toronto under the management of Mr. H. Gilbert Nobbs.

BRANTFORD MOTOR TRUCKS.

DO you use a motor truck in your delivery business?

If not, the Brantford Motor Truck Co. has something that is likely to convince you to discard the old-time horse delivery and use a more rapid, more economical, and in every way more serviceable and satisfactory method.

Many grocers had a chance to take in the Brantford trucks in the Transportation Building at the Exhibition this year, where several splendid models were on view. The one that appealed most was a truck built especially to cater to the grocery trade in Canada. The capacity of this truck is one ton, with express body 7 ft. 6 inches long and 44 inches wide; any other size or shape that might be considered more suitable would be built to order by the firm.

Here are some of the specifications of this popular type; 4 cylinder engine, cooled by centrifugal pump, equipped with Bosch magneto and ignition system throughout; special Holley carburetor; oiling by force feed plunger pump; all valves dirt proof; springs and all parts of car having greatest wear of finest heat-treated vanadium steel; axles and other driving parts of especially heavy construction, pneumatics or solid tires as desired.

The Brantford Motor Truck Co. is practically the only firm in a position to offer a proposition to grocers that will enable the truck to pay for itself while working; for they sell the truck on the time payment plan.

Grocers who use the Brantford trucks are their best advertisers. Ever hear of their experiences? Here is one: J. A. McCrea & Son, Guelph, wrote: "Previous to buying the auto we used six horses and four wagons. When we purchased the auto we sold three of our horses and the auto is doing the work of the three horses and two wagons much more efficiently and with considerably less cost. We run an auto on an expense of 70 cents a day (for gasoline and oil). Before buying your machine we looked over everything in the market and in our judging yours was the best suited for delivery purposes."

"Does wor kof three horses and two wagons and at smaller cost."

Could better proof of its efficiency and economy be provided?

If you are interested, write the Brantford Motor Truck Co., Brantford, Ont., for particulars and more experiences of others.

Brantford motor trucks in Transportation Building. Special car for grocery service.

Eight hundred grocers and their wives and friends were entertained here on Labor Day.

RED ROSE TEA.

FOR original and practical advertising the Red Rose Tea Co. certainly take the lead. The plan they have for demonstrating the splendid quality of their tea at the Exhibition is not only an unusually good advertisement for Red Rose Tea, but a real attraction for the Manufacturers' Building. As one prominent lady aptly put it, the trip to the Fair would not be complete without a cup of Red Rose tea in the Red Rose Tea Room.

It really is a most restful and attractive place, with its palms and fans, and attractively arranged dainty little tables, where visitors can rest, and at the same time test the splendid quality of Red Rose Tea.

As usual, 5c was charged for a cup of this delicious tea, although it was really free, as each person purchasing a cup was given a coupon worth 5c when purchasing Red Rose Tea from their grocer. The coupons are redeemed from the grocers by the company direct, or through their travellers.

Following their usual custom of co-operation with the retail grocers, a part of the booth was reserved for grocers. In fact, there were times when no one else but grocers were using the booth, as on Labor Day over eight hundred grocers and their wives and friends were entertained in the Red Rose Tea Room.

The Toronto manager of the company, Mr. Geo. H. Campbell, stated to The Canadian Grocer representative that the splendid support grocers generally have given this advertising plan was just one more proof of their friendliness to Red Rose Tea and their methods of doing business.

The fact that Red Rose Tea has become a general favorite with the consuming public of Canada is proof of the wisdom of the policy of the president of the company, Mr. T. H. Estabrooks, in introducing years ago Indian and Ceylon teas into his famous blends, and having a firm determination to constantly maintain the same high quality in face of all market conditions.

KELLOGG'S CORN FLAKES.

AT the National Exhibition this year the Kellogg's Toasted Corn Flakes Co. continued along their same progressive methods that have been of such great assistance to the retail grocer in bringing him a steady and increasing sale for this "The Sweetheart of the Corn." Girls in attractive dresses, blue plaid waists, with white aprons and red trimmings, a replica of the popular "Sweetheart of the Corn" posters, demonstrated the particular merits and good qualities of this breakfast food to the throngs that invaded the booth daily.

The Kellogg Toasted Corn Flake Co. are now in their new establishment in London, Ont. This is no doubt the most modern breakfast food manufacturing plant in Canada as well as the largest. It has a capacity of 1,500 cases a day, while the immense factory at Battle Creek turns out 24,000 cases a day.

T. M. Sibbald, 31 Front Street East, is the Toronto agent, and was in charge of the exhibit at the Exhibition.

The Kellogg Toasted Corn Flake exhibit which helped to further popularize Kellogg's Corn Flakes throughout Canada.

Inviting exhibit of Gorman, Eckert & Co.'s olives in the Manufacturers Building.

GORMAN, ECKERT OLIVES.

THE largest packers of Spanish olives in the British Empire'' is a pretty big claim to make, but the firm of Gorman, Eckert & Co., Ltd., of London and Winnipeg, have no rivals to dispute that claim.

Not only are they the largest packers, but they use only the highest quality of Seville olives.

There are no ''seconds'' in ''Club House'' brands.

Gorman, Eckert & Co. also held a unique position in the Manufacturers' Building at the Exhibition; they were the only firm that carried olives only. Crowds every day were standing by the three towering pyramids holding 1,000 glass bottles filled with the luscious green delicacy—nothing but olives.

But not olives only: ''Club House'' olives. There was the name on the peak of the stand, and there it stood out prominently on every one of the thousand bottles in a label of red, with white lettering. In thousands of homes in Canada there are pretty booklets, ''Mother Goose in Song'' and ''Farmyard Pets.'' On the back are these words: ''Tasty? Yes! Club House Olives always please, and can be bought at the best stores.''

Here is the situation in olives for the grocer: largest packers, first packers in Canada, with product used from Newfoundland to Vancouver, and a steady publicity. The firm is making its brand known, and thus is helping you to sell ''Club House Olives'' the more easily. The guarantee of quality in the ''Club House'' brand is an important factor for you and your customers. Not only are the finest Seville olives chosen, but the brine which covers them is made from the firm's own artesian wells, chemically pure.

The firm puts up brands to suit the most varied tastes—Manzanilla, Queen, Pimento Stuffed; Celery, Nutolive, California Ripe, Banquet Queen, Lunch Queen, etc. A dainty brand is called the ''Sandwich and Salad'' olive, made of Pimento stuffed, celery and plain pitted, ready for use by the housewife for sandwiches and salads. Another choice brand is Queen Olive stuffed with manzanilla, all pitted.

Here is an item that forms a guarantee for 1913-14. Mr. R. G. Bowie, of the Gorman-Eckert firm, has returned from Spain, where he spent two months in making a special selection of olives and pimentos.

The display of the Dominion Register Co., Toronto, manufacturers of the McCaskey Account Registers and "Surety" Counter Check Books occupied a prominent position in the Process Building. These articles are so well known to the trade throughout Canada that further descriptions are unnecessary.

"NUGGET" POLISHES.

THE "Waterproof" quality of "Nugget" polishes is one of the strongest features of this world-wide product. This was demonstrated convincingly at the "Nugget" booth in the Process Building of the Canadian National Exhibition again this year.

A shoe was polished with "Nugget" until it shone brightly. It was then submerged in a dish of water, and when taken out and wiped off with a cloth, the same excellent shine was still there. Neither were there any stains on the cloth, demonstrating that "Nugget" does not rub off or soil the clothing.

"Nugget" polishes are, therefore, water-proof.

"Nugget" will not soil the clothing.

"Nugget" is frost-proof.

"Nugget" will not dry out in stock.

"Nugget" can be absolutely recommended to the most fastidious person.

The purpose of the exhibit was to make "Nugget" familiarly known among your customers.

You are going to reap the benefits of the publicity we have given.

Stock "Nugget" now, hand it out when "polish" is asked for and get your share of the repeat orders.

The "Nugget" polishes are being demonstrated at all the leading fairs in Canada from coast to coast.

View of the "Nugget" Polish exhibit which attracted a great many visitors.

GUNNS' "PON-HONOR" PRODUCTS.

THE well-known firm of Gunns, Ltd., excelled all previous attempts in their exhibits this year, which were a very fine presentation of their now famous Pon-Honor food products.

This enterprising firm some time ago decided to break away from the regular beaten path of the meat and provision trade, and have specialised in handling smoked hams, bacon, lard, canned meats, eggs, butter, cheese, etc., while a particularly tempting part of the exhibit was a large variety of cooked and jellied meats, which were dainty and appetising enough to grace the best tables in the land.

All products prepared at their large packing establishment at West Toronto are put up under the personal supervision of a staff of Dominion Government inspectors, who satisfy themselves that all animals slaughtered are free from disease, and that all products are handled in a manner to ensure the utmost cleanliness and wholesomeness.

In the Manufacturers' Building a demonstration was given of their Easifirst Shortening, Pi-Crus Yellow Shortening, and Cooking and Salad Oils. A most pleasing feature of this exhibit was the large number of calls received from ladies who had been persuaded a year previous to try these products in their own kitchens, and who had nothing but the highest praise for them.

In conjunction with the packing house, Gunns, Limited, operate a large plant for the manufacture of commercial fertilizers suitable for all classes of roots and crops and all varieties of soil. A large booth in the Horticultural Building showed forth these products to advantage, and was the centre of an interested group of farmers, fruit and vegetable growers, while their adjoining exhibit of poultry and stock foods and supplies also created a good deal of attention.

Where Gunns, Limited, had a most attractive display of Hams, Bacons, Cooked Meats and Lard.

and producing "quality" goods, for which they have earned an enviable reputation as "Gunns' Pon-Honor Food Products."

In the dairy building the principal exhibit was found consisting of a large mechanically refrigerated showcase, in which were shown prime beef, lamb and other fresh meats, a varied array of

Exhibit in the Manufacturers' Building where the well known products of the Litster Pure Food Co. were shown.

LITSTER'S PURE FOODS.

LITSTER'S pure foods belong to the class of goods most people are willing to buy on sight. And as for eating on sight! that is the easiest proposition in the market. One would go far to find such a tempting assortment of sparkling jellies with oranges or nuts, bananas or cherries, stuck in here and there to add to the good looks and taste, as were displayed on the counters of the booth at the Exhibition. They fairly spelled "p-u-r-i-t-y."

Behind the counter were shelves filled high with LITSTER'S goods and demonstrators to prove them. Custard and jellies made fresh every half hour was the combination handed out in liberal helpings, the one an appetiser to the other which, it would be hard to tell so that they would fit into the taste of a gourmand.

The LITSTER Pure Food products include jelly powders, salad dressing powders, custard puddings, icings, extracts, spices and baking powders. Each is the result of a careful chemical study of foods, and is guaranteed absolutely pure and of superior quality. At a time when the purity of foods is receiving special attention from government departments and the public mind is showing more and more resentment towards adulterants, the idea behind the Litster foods is bound to strike a popular chord. That is where the grocer, keen on increasing business, will draw the natural inference as to his proper relation to the Litster Pure Food Co. He can depend on the quality of their goods, he can recommend them, and with the pushing advertising system behind them, he can sell them.

The Litster Mark is made of the letters J. and L., (being the initials of the surnames of two of the officers of the company) crossed by a bar which usually contains the name of flavor in the package. Two cubes in the outer upper corners square off the shape of the mark and give significance by denoting the company's determination to stand for a "square deal" everytime.

Wagstaffe's fine jams and jellies were among the most attractively displayed goods at the Exhibition.

WAGSTAFFE'S JAMS AND FRUITS.

THE lower prices in jams, jellies and preserves will make these goods among the best sellers in grocery stores during the fall and winter, and it is safe to say that if the Exhibition display of Wagstaffe, Limited, of Hamilton, or even a single show case of it, was transferred to a front window in a grocery, it would cause a record run upon the contents. That line of jellies with its rich red color would surely "make one's mouth water." It looked the essence of purity, sweetness and tempting taste.

But the public was not tantalized to this extreme. Tens of thousands who stopped admiringly before the Wagstaffe booth were rewarded by a sample on biscuit of the quivering jellies, or rich jams or marmalades. With this starter the grocer should find his own work easy; the good seed has been sown already. If he displays "at home" the goods that took their fancy at the "Ex." his sales are certain.

The dealer in the Wagstaffe line of preserved fruits has the advantage of feeling secure in the absolute reliability of the firm. Only the finest of goods are used; the new factory is a synonym for cleanliness; the packages themselves are attractive. Perhaps in strawberries dealers would do well to order supplies early, as the crop was short; in all other lines the firm will be ready for "repeat" orders.

Besides the ever popular form of glass package, the firm is specializing this year in five-pound tins, which can be sold retail at 85 cents each for a satisfactory profit. These are prepared by a process that guarantees, chemically, the jams within, and for family use will be found cheaper, while containing the identical product of the glasses, with their purity and rich natural fruit flavors.

It is well to note in all the Wagstaffe goods that no "compounds" are included. Every tin and every glass turned out of the factory is absolutely pure; it contains only the best of fruit, and the sugar to preserve it. The customer who is taken by one sample can depend on every other line being equally as pure, and the grocer can recommend it unhesitatingly.

This firm is putting up two new lines this year that will be worth trying out—raspberry vinegar and honey in various sized bottles.

A profitable and increasing business can be built up on the Wagstaffe Jams, Jellies and Preserves.

TWO IN ONE SHOE POLISH.

AN international product at a National Exhibition—that's "2 in 1" Shoe Polish. For years F. F. Dalley & Co. have demonstrated the superior properties of this world-known shoe polish at the great Canadian National Exhibition. "2 in 1" was there again this year in the Process Building, and thousands and thousands of people had a splendid opportunity of learning more about "the shine that won't rub off."

To convince absolutely you have got to "show" the people nowadays. That is just what F. F. Dalley & Co. did with "2 in 1" shoe polish. Actual demonstration was the method of this booth. The outstanding qualities of "2 in 1" were "rubbed into" the shoe.

The retail trade know the value of "2 in 1," and when "shoe polish" is asked for, no mistake will be made in handing out "2 in 1." As the name implies, it does the work of both a cleaner and a polish. It contains no turpentine, and can be recommended by the dealer for the finest leather.

Push "2 in 1"—black, tan and white. It pays.

The attractive display of "2 in 1" Shoe Polish of the F. F. Dalley Co. of Hamilton.

This exhibit of Banana Figs (evaporated bananas) was the first ever made in Canada.

THE BANANA FIG.

THIS booth attracted its full share of attention, and had the unique distinction of having the genuine interest of its visitors. The very best evidence of its popularity is the fact that nearly 4,000 lbs. of "evaporated bananas" were retailed during the Exhibition.

The "Evaporated Banana" or "Banana Fig" is a delicious, highly nutritious food, rich in proteins, carbonhydrates and mineral matter—an important supplement to the world's food supply. It is prepared from the fully-matured bananas.

The "Evaporated Banana" retains its natural colour. It is an excellent winter food—climatic conditions do not affect it. "Evaporated Bananas" can be prepared in many ways, and always make a tasty dish.

"Evaporated Bananas" are put up in attractive 1lb. packets, 56 to a case.

Further information and prices can be obtained from Mr. A. C. W. Horne, 204 Balsam Avenue, Toronto, who is the Canadian sales agent for the Jamaica Banana Fig Co., Ltd. Offices will be opened in Toronto directly after the Exhibition, and further announcement regarding this will be given through the columns of "Canadian Grocer."

THE SWIFT CANADIAN COMPANY.

THE scope of the activities behind a country's meat supply has never been illustrated in such comprehensive form at the Canadian National Exhibition as it was this year. The display made by the Swift Canadian Co., Ltd., in the dairy building may be said to have represented an A to Z example, including, as it did, everything that might suggest itself to the merchant who has to meet the initial demand.

Company—the brand that has made it famous—and behind everything the first essential of outstanding quality emphasised in the display.

Such an exhibit does much to explain the confidence that exists in the facilities and the good judgment at the source of supply when it is necessary to appreciate every phase of the country's demand. It was most convincing evidence of the fact that in interpreting the requirements of the market, in so far as the handling of meats with the assurance of excellent supply service. Public appreciation is shaping itself more and more in a direction that fully warrants such a course on the part of the merchant.

No merchant will go amiss if he stocks and sells Premium hams, Premium bacon, Premium cooked hams, Brookfield butter, Brookfield eggs, Brookfield sausage, Premium milk-fed chickens, cotosuet, silver leaf lard, and the many Swift

The appetising exhibit of The Swift Canadian Company in the Dairy Building.

The display was one that caused much favorable comment among the crowds of people for whom the dairy building is always a centre of interest. "Oh me! Oh my! Those premium hams and bacon fairly make my mouth water," they exclaimed, as they recognised products with which they have become very familiar, that of the Swift Canadian

fresh or cooked meats are concerned, the Swift Canadian Co. are aiming at the highest standard of quality.

To the dealer who has been inclined to limit his enterprise, the display was interesting from still another point of view, since it could not fail to suggest the possibility of extending his business along a new and profitable line, namely,

products, all of which mean quality.

Those who took advantage of the invitation to visit the plant of The Swift Canadian Co., at West Toronto, during the Exhibition, now know what is implied by the terms modern equipment, skilled experience, efficiency, and absolute cleanliness as applied to a large concern of this kind.

Display of Borden's Milk Products – Agent, W. H. Dunn, Limited, Toronto.

BORDEN'S MILK PRODUCTS.

THAT the health of the family depends to no mean extent on the purity of the milk consumed, no wise housewife will gainsay. Borden's Milk Products have solved the pure milk problem, and the best grocers everywhere and consumers alike agree as to their high standard of purity. For purity, richness and flavor, Borden's is unequalled and the grocer who does not stock it is overlooking a line which positively guarantees repeats. Still the development in the demand and enormous increase in the output from the factories, go to prove that few dealers have passed it up in preference to any other.

At the Canadian National Exhibition this year again, the Borden Booth, in the Manufacturers' Building, was one of the central attractions, and it is safe to say that the display has gone far towards arousing a further interest which will later be turned into dollars and cents for the dealers' benefit.

The thousands who learned more about Borden's Evaporated Milk will no doubt see that they are never without it in the household. It is the purest form of milk, and therefore should be found in every home. Gathered under the most sanitary conditions Borden's Evaporated Milk is simply the pure, fresh milk from the cow, evaporated without anything being added whatsoever. It is rich dairy milk evaporated to a creamy consistency by the Borden superior process. It can be put to all uses of fluid milk when diluted, and dealers should remember it is the only tinned milk that can be used for all the purposes of ordinary cream.

The same high standard of purity is reached in the St. Charles Evaporated Milk, which, as every dealer knows is now one of the Borden family. Were there any dealers round this booth during any hour of the day they could hardly do anything but wonder at the huge interest the public took in these lines of pure milk in tins.

None the less interesting, though, was the demonstration of Reindeer Coffee, which also must be counted among the Borden products, and dealers can count on a good run on this line as thousands tasted and expressed entire satisfaction in it.

Reindeer coffee is simply a combination of coffee, sugar and cream and one

spoonful added to a cup of boiling water is enough to make a delightful cup of coffee. Think how useful this tin must be to the roomer who feels a chill at night, or hunger's nip before retiring, or to the housewife who is not inclined to spend time at the stove or range. Just a spoonful as aforesaid in boiling water and your coffee is ready. The grocer should be able to build up a big trade in this line as Reindeer Coffee is so rich and tasty and always ready by simply adding boiling water, and it should be remembered that when the tin is opened it does not go bad, but retains its full flavor for an indefinite period.

Here are three lines which the dealer should give prominence to on his shelves. He is assured of them being of the highest quality, obtainable. In addition he will be able to sell them much more easily in view of the thousands and thousands who tested them at the Exhibition. Once an article is known to the public and is of a high quality it is easily sold and brings back the repeats which mean permanent success.

Borden's Milk Products are recognized on every hand to be the highest standard available. The universal sale and use of these lines is a point of special stress demonstrating beyond all doubt their superior qualities. They are absolutely pure and unequalled for richness, flavor and general use. Cleanliness is the key note of the manufacture of the milk from the moment it leaves the cow. All milk is carefully examined by fully qualified inspectors as it enters the factory and after inspection is not touched by hand until opened by the purchaser.

Exhibit of St. Charles Brand Evaporated Milk. Agents, Dane, Horton & Co., Toronto.

Where every package bore the signature "Thomas J. Lipton," as a guarantee of purity and value.

LIPTON'S TEAS, COFFEES, COCOAS

DURING the past two or three years "Lipton's" has been brought prominently before the people of Canada in an energetic and systematic campaign of advertising, and there are few households where the name is not becoming as familiar as a synonym for high class teas and coffees, as it has been for many years in England. To this combination cocoa has been added, and many thousands enjoyed taking it for the first time this year at Lipton's booth in the Manufacturers' Building at the Exhibition.

The display of Lipton's was a most practical one. At a glance the passers-by could take in the wonderful tea system that has been built up, "from tea garden to tea cup," with views of the famous plantations in Ceylon that are the source of this popular beverage.

Placards on the walls—duplicated in hundreds of grocery stores—held the world-wide messages that the searchlight threw upon the heavens. "For tea you can't beat Lipton's"

In addition to teas, coffees, cocoas, jams, marmalades, and other Lipton's products were displayed most effectively.

The sampling of these articles brought an immediate response in thousands of orders from pleased visitors. On these, as a guarantee of good faith, a deposit was asked, and the deliveries will be made through the grocers themselves, a most valuable method in establishing at once a working connection between the local seller and his general customers which the trade is quick to appreciate.

In handling Lipton's teas, coffees, and cocoas, and equally all other lines, the trade have a cast-iron guarantee. The signature of "Thomas J. Lipton" is on every package, and it is a matter of pride and honor with Sir Thomas Lipton that each package bearing his name shall be of the finest quality that goods at that price can possess.

A uniform excellence in the article and a market created with the public are the best kind of securities of large sales for the grocer. This you find in "Lipton's."

What is "O-T"?

THIS question was uppermost in the minds of the visitors at the Canadian National Exhibition this year.

The O-T booth was a great attraction and compelled the attention of everyone who sa wit. The demonstrators were kept busy instructing the visitors in the numerous uses of O-T.

O-T is an entirely new stimulating non-intoxicating drink derived from fruits and herbs satisfying and thirst-quenching. It is a pleasant and beneficial drink in itself and is also a drink flavor. You can add it to your drinks just as you would add salt or sauce to your food, thereby vastly improving their flavor and palate qualities. It makes an excellent winter drink. "No matter what your drink may be always add a little O-T."

O-T—"the new drink for Canada"—is the most successful product that has been introduced on the Canadian market for some years and it would be to the interests of every grocer to get information and prices on this rapid selling drink. Mail this coupon to day.

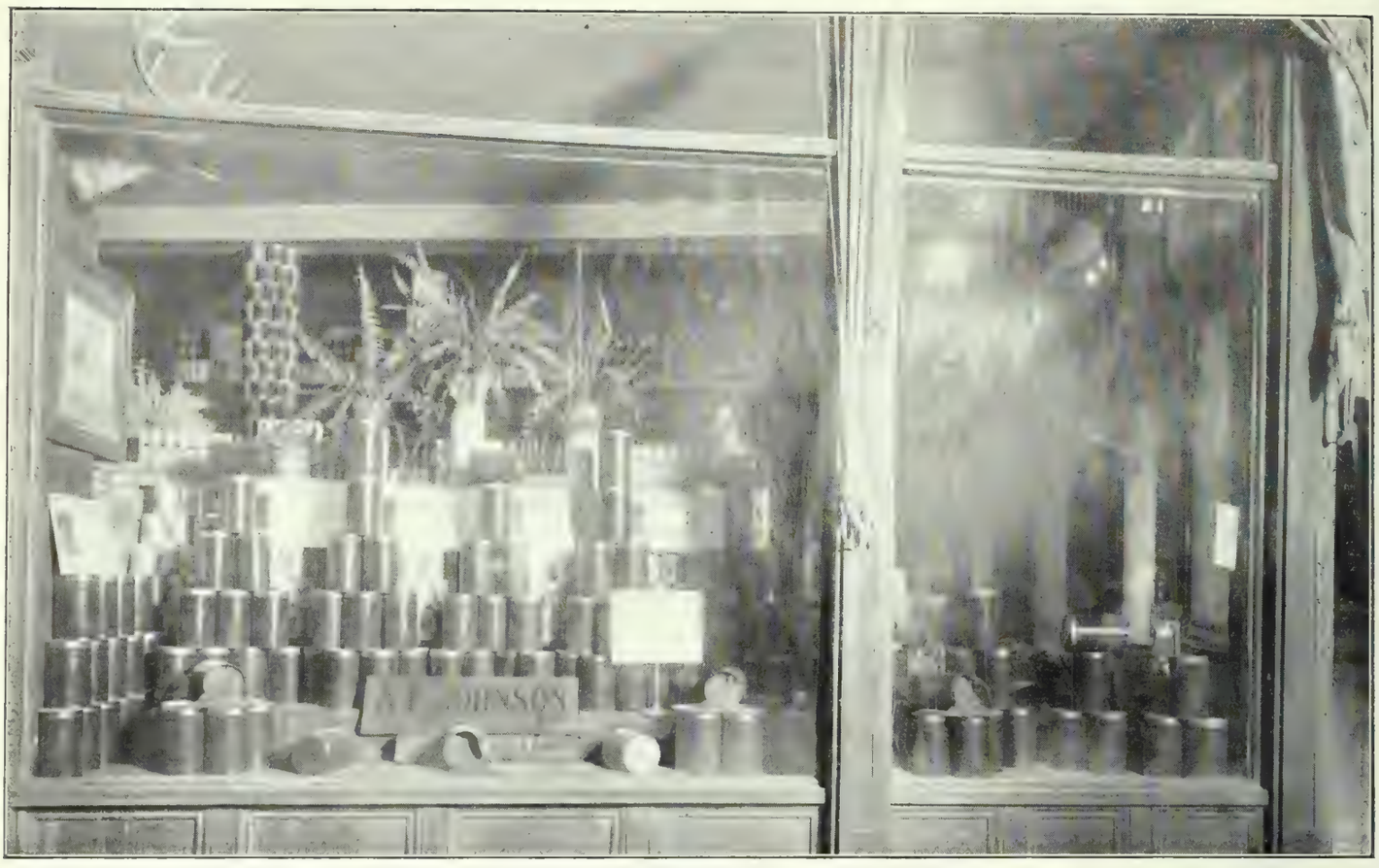
F. E. ROBSON & CO., Agents for 25 Front St. E., Toronto. O-T

Gentlemen :

Kindly send me more information about "O-T."

Name .....

Address .....



Neat display of Sweeping Powder in the store of A. P. Johnson, Ottawa, Ont., which brought good business.

Getting After the House Cleaning Trade

The Importance of a Suggestive Window Trim—Display of Sweeping Powder Shown Recently by A. P. Johnson, Ottawa—Some Selling Properties of This Line—Now is Time to Get Trade in Cleaning Goods.

(Fourth of the Series. Other articles in issues of Aug. 15, Aug. 22, and Sept. 5.)

In three previous articles the various lines of goods that are in demand for house-cleaning purposes have been mentioned, and the methods described of some grocers in stirring up an interest among their customers that has meant a large increase in sales both in spring and fall. Above appears an illustration of what has been done in the way of window display. The window is the work of Arthur G. Johnson, head of the firm of A. P. Johnson, "Particular Grocer," Ottawa, Ont., and is an excellent example of concentrating on one article in order to drive the idea "home" more powerfully.

Many grocers interviewed by Canadian Grocer state that they do a good autumn trade in House Cleaning goods. If they do not devote a window occasionally to them they show some sort of attractive interior arrangement of these lines only, and all freely stated that this brought business. While fall may not be so conducive to sales as spring, yet if the dealer thinks and talks house cleaning lines, advertises them and displays them, he is going to make the housewife think of them too. Thoughts are contagious things.

A Good House-cleaning Line.

Mr. Johnson on this occasion chose a "sweeping" powder, which is now one of the best sellers in house-cleaning lines. Sweeping powders are clearly one of the New Era ideas, along with "chemical" brushes and dusters and vacuum cleaners. It is one of the long-awaited products of the adaptation of scientific methods to housekeeping in which electricity has played so blessed a part: saving the wearied mother some measure of the drudgery that has always been her portion. But this is a digression.

In this window Mr. Johnson chose a sweeping powder and lined up the tins in pyramid style on both sides and at the back, and set some down in easy fashion near the front. As he is featuring a special line, he did well to make the name prominent with his own placards and attractive ones furnished by the firm itself. The result from this single display was a considerable increase in sales.

Selling Power of the Dealer Behind.

Mr. Johnson backed up his window by personal effort whenever there was an opening. To make good he had to know, as all grocers should know, the special merits of his goods. They kept down the dust just what was needed by absorbing it; and, more than that, they killed the germs that otherwise would have floated upwards through the house. With this knowledge, he found the part of salesman easy.

With September into its second week and the children off at school, the thoughts of the housekeeper are turning to house-cleaning. Be ready for her trade.

Essential Points of Window Display Work

The Qualities Which Go to Make Up Good Trims—The Two Divisions of Window Trims Defined—Special Features And Their Effect on the Sales Quality of a Display.

The writer of the accompanying article is head of the display department of one of Toronto's largest stores. He is a past president of the Canadian Window Trimmer's Association and acted as one of the judges in the last Christmas Window display contest of The Canadian Grocer. No one occupies a higher place in the ranks of Canadian display men and his interesting review of some of the essential points of display work can be accepted as authoritative and comprehensive. Mr. Macdonald is an ardent believer in the importance of window display.—Editor.

Written by H. C. Macdonald, display manager with Murray-Kay. Ltd., Toronto.

The importance of displaying merchandise for sale has always been recognized; but the practice of applying the principles of artistic skill and taste to this work is a comparatively modern innovation. The value of attractively displaying merchandise cannot be overestimated. It compares with all other forms of publicity in impressing the average individual, as the concrete in any line of exemplification compares with the abstract. All other forms of publicity require the exercise of the imagination in order to obtain a fair grasp of the subject under consideration; while the proper display of an article appeals directly to the desires, and at once creates a want. It suggests and emphasizes both the lack and the desirability of possession, and sets in motion the train of consideration that leads directly up to the purchasing point. It is probably safe to say that, excepting the steady demand for the actual necessities, more merchandise is disposed of through the desire created by seeing it than through all other channels combined.

Must Know the Goods.

In order to make a successful display, a thorough knowledge of the goods to be shown is necessary. The trimmer should be familiar with the details of the manufacture of the merchandise to be displayed, the conditions of purchase, and all the points that make the goods desirable so as to bring them out in the display with the greatest possible strength and emphasis, and thus be able to show the wares to the very best advantage.

The trimmer should be thoroughly posted on the various ways of arranging the goods in display, know all the standard unit foldings or formations, be familiar with style of display generally affected, and have a fair fund of originality; that is, be able to proceed from the established units and forms to the formation of others, new and novel and equally as good, or better

Suitable Backgrounds Essential.

The first thing to be considered in planning a display is the adoption of a suitable background or setting, which is to act as a foil to bring out and emphasize the article displayed in a striking and attention-compelling manner. Background should be of a design and color to harmonize with the merchandise to be set off. They may harmonize either by blend or by contrast. Harmony by blend is perhaps the most pleasing, but harmony by contrast is always the most striking and by far the most emphatic and most certain of arresting attention. In harmony by blend the tones and general effect of the background and of the merchandise glide into an almost imperceptible union, but in such a manner as to enhance the beauty of the whole and thus attract the attention of the public by the force of the innate love of the beautiful that exists with more or less strength in all. In harmony by contrast there is sufficient dissimilarity to make each part stand out with enhanced strength and still avoid the least suggestion of a clash when properly managed so that the background does not have the effect of overpowering the goods, but adds materially to their strength and to the force of their appeal to public attention. This style of harmony is, probably, the safest and surest of satisfactory results.

Special Features.

Besides attention-compelling relationship between background and merchandise, it is also a common practice to resort to what may be designated, for want of a better title, as special features. These are, as a rule, original conceptions, introduced into displays usually for the sole purpose of arresting attention and exciting curiosity. Sometimes they may merely add to the general decorative effect and thus serve a good purpose. The special feature may or may not be related to the subject of the display; that is, it may be some feature suggested by or suggestive of the use or production of the goods displayed, or it may be something foreign or extraneous to the subject and used solely to excite curiosity and to hold the thought of observers while they are endeavoring to figure out what it has to do with the display anyway. The more incomprehensible a feature is the better it is under certain circumstances as a special feature. The trick is frequently resorted to both in trimming and in written advertising.

It is the same way, the trimmer uses some trophy or animal or other features in window display in merchandise merely for the effect of attracting attention and inducing the consideration of prospective customers.

Arrangement of Goods.

The style of the stock arrangement has much to do with the effectiveness of the display. A style of arrangement that suits one style of goods will be found entirely inappropriate for certain other classes.

There are two general styles of arrangement of merchandise in display that are generally recognized. They are the open or thin trim, and the compact or stocky trim. The former is as a rule preferred, and should always be followed when displaying high-class goods of marked individuality. The latter style is generally employed when showing the cheaper grades of merchandise when the main object is to emphasize the usual reason for special pricing. High-grade goods should never be shown in large quantities, especially in the beginning or at the height of the season. It is sometimes permissible, however, towards the end of the season. With special purchases, the desire is to forcibly indicate the cause of the low price and the fact that there is quite sufficient in lot to supply the demand likely to be produced by the concession in price. Low grade goods generally show better when shown stockily. Bulk has the tendency to increase the importance that more than likely they lack intrinsically. The glamor of a big imposing display seems to distract the attention from a too close inspection of qualities and individual merit.

(Continued on page 69.)

Starches Are Advanced 1-4 and 1-2 Cent

Steady Increase in Corn the Cause—New Prices California Raisins up ⅛ Cent All Around—Rope Declines 1 Cent—Quebec Blueberry Crop a Failure—Cream of Tartar up 2 Cents.

MARKETS IN BRIEF

QUEBEC.

PRODUCE AND PROVISIONS—

Hams drop ½ cent.
Compound lard ¼ cent lower.
Butter advances and eggs are firmer.

FISH AND OYSTERS

Shelled clams and scallops more favorably received.
Fresh caught smelts arriving.
Halibut almost out.

FRUIT AND VEGETABLES

Toronto Exhibition forced prices up.
Apple crop poor and prices will be high.
Potato crop short in States, and prices may be firm in Canada.

FLOUR AND CEREALS

Reduction of 2 cents in ocean freights helps export.
Mill feeds advance $1 a ton.
Wheat may not drop much, even after harvesting.
Cornmeal and hominy each advance 10 cents.

GENERAL GROCERIES

Seeded raisins and shelled almonds up ½ cent.
Sisal rope declined 1 cent.
Good sale of vinegar.
Blueberry crop a failure; only 15 to 25 per cent. delivery probable.

ONTARIO.

PRODUCE AND PROVISIONS—

Hams reduced ½ cent.
Compound lard ½ cent lower.
Eggs generally firmer and advance 1 cent.

Cheese slightly higher.
Stock of poultry left over from Exhibition.

FISH AND OYSTERS

Halibut all cleaned out and none arriving.
New lines expected next week.
Oysters in steady demand at $1.75 for bulk, and $8.00 to $8.50 for shell.

FRUIT AND VEGETABLES—

Drop in peaches, pears and plums.
Blueberries down to $1.25.
Cantaloupes very plentiful and cheap.
Potatoes drop to 75 cents.
Tomatoes up to 40 and 50 cents.

FLOUR AND CEREALS—

Interest in reduction of wheat tariff by Senate.
Cornmeal scarcity continues.
Mill feeds advance $1 a ton.

GENERAL GROCERIES—

Starch, laundry and culinary, advance ¼ and ½ cent.
New prices on all lines of California raisins advanced ⅛.
Cream of tartar up 2 cents.
Apricots advance 1 cent.
Imported olive oil will be 10 per cent. higher.

QUEBEC MARKETS.

Montreal, Sept. 9.—Business in all lines continues seasonably brisk. Since the sugar market has ceased jumping at least temporarily, ordering has dropped off to some extent, but so heavy is consumption at this season that buying will of necessity be heavy for some time yet.

Spice men in particular state that this has been the busiest summer which they have ever witnessed, and with pickling season coming on now, there is every reason to believe that this fortunate condition will continue.

SUGAR. The drop of 10 cents made last week by one New York refiner does not appear to have had any effect on the market. Local dealers claim that situation in raws in no way justified this decline, but that it was made simply with an eye to stimulating a little business.

In Montreal the sugar market is firm, and in consideration of the fact that this is the heavy preserving season, and that fruit is plentiful and cheap, there would appear to be a good reason for a continuance of this condition.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	4 50
20 lb. bags	4 60
2 and 5 lb. cartons	4 80
Second grade, in 100 lb. bags	4 35
Extra Ground Sugars—	
Barrels	4 90
50 lb. boxes	5 10
20 lb. boxes	5 30
Powdered Sugars—	
Barrels	4 90
50 lb. boxes	5 10
25 lb. boxes	5 10
Paris Lumps—	
100 lb. boxes	5 25
50 lb. boxes	5 45
25 lb. boxes	5 55
Crystal Diamonds—	
Barrels	5 30
100 lb. boxes	5 45
50 lb. boxes	5 55
5 lb. cartons	6 40
Crystal Dominoes, cartons	7 20
Yellow Sugars—	
No. 3	4 55
No. 2	4 55
No. 1	4 15

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

SYRUP AND MOLASSES. Prices on all corn syrups remain firm at higher level struck last week. Some claim that this advance of ¼ cent per pound, or 10 cents per case, is only an introduction to what is to follow. At any rate, the market is firm, and in consideration of the firmness and scarcity of corn is not likely to show any declines.

Molasses continue to hold firm. All signs of easiness on primary sources have now been removed, so that from now on dealers look to increasing firmness.

Barbados Molasses—	Prices for Island of Montreal. Extra Fancy.	Fancy.	Choice
Puncheons	.44	.41	.39
Barrels	.47	.44	.42
Half Barrels	.49	.46	.44

For outside territories prices range about 2 cents lower per gallon than for delivery, Island of Montreal.

Carload lots of 20 puncheons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3½c; ½ bbls., 3¾c; ¼ bbls.	0 04
Pails, 38½ lbs., $1.85, 25 lbs	1 35
Cases, 2 lb. tins, 2 doz. in case	2 50
Cases, 5 lb. tins, 1 doz. in case	2 85
Cases, 10 lb. tins, ½ doz. in case	2 75
Cases, 20 lb. tins, ¼ doz. in case	2 70
Maple Syrups—	
Pure, per 8½ lb. tin	0.75
Pure, in 15 gal. kegs, 8c. per lb., or per gal	1.00
Maple Sugar, pure, per lb.	0 10 0 11

DRIED FRUITS.—Seeded raisins advanced this week ½ cent per lb. on both fancy and choice. This advance is likely to hold only until new crop Valencias arrive, which, owing to this year's crop being better than that of last year by about 20 to 25 per cent., are likely to sell at about one-half of prices now quoted on seeded.

On coast, all old stock seedless Sultanas have also advanced ¼c straight. Corresponding firmness prevails here, though no change in price has been registered.

Evaporated apples continue firm, and a sale of 200 boxes at 8c here last week would indicate even greater firmness for the future than at present exists.

EVAPORATED FRUITS.	Per lb.	
Apples, 50-lb. boxes	0 07½	0 08
Nectarines, choice	....	0 11
Peaches, choice	....	0 09¾
Pears, choice	....	0 12½
DRIED FRUITS.		
Candied Peels—		
Citron	....	0 17
Lemon	....	0 11
Orange	....	0 12
Currants—		
Amalias, loose	....	0 07
Amalias, 1-lb. pkgs.	0 07½	0 08½
Filiatras, fine, loose	0 06½	0 07
Dates—		
Dromedary, package stock, per pkg..	....	0 10
Fards, choicest	....	0 11
Hallowee, loose	....	0 05
Hallowee, 1-lb. pkgs.	....	0 06½
Figs—		
Finest, 6 crown, about 12 pounds....	....	0 15
Same fruit, 5 and 4 crown, 1 and 2 cents less.		
Prunes—		
40 to 50, in 25-lb. boxes	....	0 13
50 to 60, in 25-lb. boxes	....	0 12
60 to 70, in 25-lb. boxes	....	0 11
70 to 80, in 25-lb. boxes	....	0 07½
80 to 90, in 25-lb. boxes	....	0 07
Raisins—		
Malaga table, box of 22 lbs., according to quality	2 50	5 25
Muscatels, loose, 3 crown, lb.	....	0 07½
Sultana, loose	....	0 10
Sultana, 1 lb. pkgs.	....	0 11
Valencias, old stock	....	0 04
Seeded, fancy	....	0 09½
Seeded, choice	....	0 09

Prices quoted on all lines of fruits liable to be shaded for quantities, according to the state of the market.

EXHIBITORS AT C.N.E.

Among the firms of interest to the grocery trade who exhibited at the Canadian National Exhibition, in addition to those shown in the Exhibition section of this issue, were the following:—P. C. Larkin & Co (Salada tea); Chisholm Milling Co. (cereals); Crescent Manufacturing Co. (mapleine); W. Symington & Co. (soups); E. D. Smith & Son (jams, jellies, etc.); Brand & Co. (meats in glass); Corneille, David Co. (Oxo); Eureka Refrigerator Co.; Jno. Hillock & Co. (refrigerators); Heinz & Co. (pickles, etc.); Hargreaves, Ltd. (Ocean Blue); Chas. Bond, Ltd. (confectionery); Carson's, Ltd. (confectionery); National Cash Register Co.; Canada Sugar Co.; Snap Mfg. Co. (hand cleaner); North Atlantic Fisheries, Ltd.; Genesee Pure Food Co. (Jello); and MacLure & Langley (Maggi soups).

SPICES.—Cream of tartar is still holding firm, but as yet has shown no further advance in price. Spice market as a whole is normal, with practically nothing to affect it either way at present.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	0 10	0 13—0 15
Allspice, whole		0 12—0 15
Cinnamon, whole		0 20—0 25
Cinnamon, ground	0 17—0 18	0 20—0 25
Cinnamon, Batavia		0 25—0 35
Cloves, whole		0 25—0 30
Cloves, ground	0 18—0 23	0 28—0 30
Cream of tartar	0 18—0 21	0 27—0 30
Ginger, Cochin	0 12—0 15	0 18—0 21
Ginger, Jamaica, ground	0 15—0 18	0 22—0 25
Ginger, Jamaica, whole		0 22—0 25
Ginger, African, ground		—0 16
Mace		0 75—1 00
Nutmegs, brown, 64s, 50c; 80s, 40c; 100s		—0 35
Nutmegs, ground, bulk, 40c; 1 lb. tins		—0 50
Pastry spice		—0 25
Peppers, black, ground	0 10—0 14	0 17—0 20
Peppers, black, whole		0 18—0 20
Peppers, white, ground	0 15—0 23	0 27—0 30
Peppers, white, whole		0 26—0 28

Seeds—	Per lb.	
Canary	0 10	0 12
Caraway, Canadian		0 10
Caraway, Dutch		0 14
Cardamon	1 25	1 50
Celery	0 40	0 50
Hemp	0 05½	0 06
Rape	0 07	0 07½

RICE AND TAPIOCA.—Patna rices continue strong, but without change. Rangoons are holding steady.

Rangoon Rice—	Per cwt.
"B," bags 50, 100 and 250 lbs.	3 15
"B," pockets, 25 lbs.	3 25
"B," pockets 12½ lbs.	3 35
"C.C.," bags 50, 100 and 250 lbs.	3 05
"C.C.," pockets 25 lbs.	3 15
"C.C.," pockets 12½ lbs.	3 25
India bright	3 30
Lustre	3 40

Fancy Rices—	Per cwt.
Polished Patna	4 40
Pearl Patna	4 60
Imperial Glace	4 90
Sparkle	5 10
Snow, Japan	5 30
Ice drips, Japan	5 45
Crystal, Japan	5 10
Carolina head	7 10

Imported Patna—	Per lb.	
Bags, 224 lbs.	0 05⅛	0 05⅜
Half bags, 112 lbs.	0 05¼	0 05½
Quarter bags, 56 lbs.	0 05⅜	0 05⅝
Velvet head Carolina	0 09	0 10
Sago, brown	0 05½	0 06

Tapioca—	Per lb.	
Singapore, medium pearl	0 05	0 05½
Singapore, seed	0 05½	0 06
Penang	0 04½	0 05

NUTS.—Shelled almonds have witnessed another advance this week of ½ cent. Walnuts are also moving up, and on primary sources have advanced ¾c per lb. American roasted peanuts continue firm at advance of ¾c per lb. registered here last week.

In shell—	Per lb.	
Almonds		0 17
Brazils	0 20	0 21
Filberts	0 13	0 14
Peanuts, American, according to qual.	0 09	0 12½
Peanuts, French		0 09
Pecans, polished, large	0 18	0 19
Walnuts, marbots	0 15	0 16

Shelled—		
Almonds, Valencia	0 38	0 40
Almonds, Alicante		0 45
Almonds, Jordan		0 50
Peanuts	0 08	0 09
Walnuts	0 31	0 33

BARLEY, BEANS AND PEAS.—No further change has taken place in dried vegetables since the decline last week in pot barley. Prices are as follows:

Beans—	Per bushel.	
Austrian, H. P.		2 50
Canadian, prime	1 80	1 90
Canadian, extra H. P.	2 00	2 40
Yellow eyes		3 25
Brown		2 75
Peas, Canadian, per bus.		2 60
Peas, green, imported bus.		2 60
Barley—		
Pot, per bbl.		6 10
Pot, per bag		2 90
Pearl, per bag		4 85

ROPE.—All sisal rope declined 1 cent per lb. last Friday. Prices now quoted are as follows:

3-16 inch	0 14
¼ inch	0 13½
5-16 inch	0 13½
⅜ inch	0 13
7-16 inch and larger	0 12½

VINEGAR.—Now that pickling season is on, all kinds of vinegars are beginning to move freely. Prices on these are as follows:

Canadian White Vinegar—	Per gal.	
118 grains		0 19
88 grains		0 15
72 grains (pickling strength)		0 12
English malt vinegar	0 45	0 60
Bordeau white wine vinegar, in casks	0 70	0 75
American Vinegar—		
Malt		0 60
White		0 35
German vinegar, per 1 gal. demijohn		2 20
Vinegar, bottled in England—		
Malt, quarts, cask of 5 doz.	1 80	1 85
Malt, pints, cask of 6 doz.	1 10	1 20
Tarragon, pints		2 90
Tarragon, half pints		1 60
Chili vinegar (red pepper flavor) ½ pints		1 60
Eschalot (onion flavor) ½ pints		1 50

ONTARIO MARKETS.

Toronto, Sept. 11.—Now that the Exhibition is over, everyone is getting down to work, and the return of grocers from Toronto has resulted in larger orders being sent in. Business generally is good, although many firms report that the orders for spices are hardly up to last year's mark.

SUGAR.—After the boom caused by the late advance in sugar business has become quieter, as the trade seems to feel that there will be no more advances in the near future. Seasonable demand remains steady.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	4 60
20 lb. bags	4 70
2 and 5 lb. cartons	4 90
Beaver granulated, in 100 lb. bags	4 45
Extra Ground Sugars—	
Barrels	5 00
50 lb. boxes	5 20
25 lb. boxes	5 40
Powdered Sugars—	
Barrels	4 80
50 lb. boxes	5 00
25 lb. boxes	5 20
Paris Lumps—	
100 lb. boxes	5 35
50 lb. boxes	5 45
25 lb. boxes	5 65
Crystal Diamonds—	
Barrels	5 40
100 lb. boxes	5 35
50 lb. boxes	5 45
5 lb. cartins	7 50
Crystal Dominoes, cartons	7 60
Yellow Sugars—	
No. 3	4 55
No. 2	4 45
No. 1	4 15

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

MOLASSES AND SYRUPS.—The market is firm after last week's advance in corn syrups, and no one would be surprised to see a repetition with corn what it is.

Syrups—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 lb. tins, 1 doz. in case	2 85
10 lb. tins, ½ doz. in case	2 75
20 lb. tins, ¼ doz. in case	2 70
Barrels, per lb.	0 03½
Half barrels, lb.	0 03¾
Quarter barrels, lb.	0 04
Pails, 38½ lbs. each	1 85
Pails, 25 lbs. each	1 35

Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels		0 28
West Indies, half barrels		0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50

Maple Syrup—Compound—		
Gallons, 6 to case		4 80
½ gals., 12 to case		5 40
¼ gals., 24 to case	4 80	5 40
Pints, 24 to case	2 70	3 00
Maple Syrup—Pure—		
5 gallon cans, 1 to case		1 25
Gallons, 6 to case	6 60	8 00
½ gallons, 12 to case		7 25
Quarts, 24 to case	7 25	8 40
Pints, 24 to case		4 70
Maple Sugar—		
Pure, per lb.	0 14	0 15
Maple Cream Sugar—		
24 twin bars		1 80
40 and 48 twin bars		3 00
Maple butter, lb. tins, dozen		1 90

NUTS.—While prices are unchanged this week shelled almonds, according to cable despatches, have dropped half a cent.

In shell—	Per lb.	
Almonds, Formigetta	0 15	0 16
Almonds, Tarragona		0 17
Brazils	0 20	0 22
Filberts, Sicily		0 12½
Filberts, Barcelona		0 09½
Peanuts, green, per lb.	0 10½	0 11
Peanuts, roasted	0 12½	0 14
Pecans	0 18	0 20
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Grenoble	0 16	0 16½
Walnuts, Marbots	0 15	0 15½
Walnuts, Cornes	0 13	0 14

Shelled—		
Almonds	0 40	0 41
Filberts		0 27
Peanuts	0 09	0 10
Pecans		0 75
Walnuts	0 32	0 35

SPICES.—Cream of tartar, which has been exhibiting soaring qualities of late, owing to the partial failure of the French grape crop, is up 2 cents this week, and little is selling below 35 cents. There are reports that the demand this fall is less than usual, as pickling materials are scarce.

	5 and 10 lb. Tins.	¼ lb. pkgs. doz.	¼ lb. tins, doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 95	—1 08
Cream tartar	33—35		
Curry powder	—35		
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00		0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	19—22	67—0 75	80—0 90
Peppers, white	27—29	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18		

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Cardamon seed, per lb., in bulk	1 80	2 25
Carroway, per lb.		0 10
Cinnamon, Ceylon, per lb.		0 60
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 60	0 70
Shredded cocoanut, in pails	0 18	0 20

DRIED FRUITS.—An advance of 1 cent on standard and choice and 2 cents on fancy apricots this week was not unexpected, as the new crop is very poor, and the old nearly cleaned out. Fancy and choice raisins, as predicted, also advanced half a cent. This is due to adverse reports from California. Future prices are also advancing. A wire from California on Wednesday of this week stated that "seeded raisins delivered by farmers from vineyards were 30 to 40 per cent. below expectations. Market advanced ⅛ cent., as compared with opening, and further advance is expected."

A cable states that Smyrna table (layer) figs are very high, but this will not affect goods until after Christmas, as deliveries from the East take several months.

Another wire from San Francisco states that the California Associated Raisin Co. had advanced seeded and loose raisins ⅛c above opening prices. The first deliveries of the new crop will arrive about middle of October.

Apples, evaporated, per lb.	0 07½	0 08
Apricots—		
Standard, 25 lb. boxes	0 16	0 18
Choice, 25-lb. boxes	0 18	0 20
Fancy	0 22	0 24
Candied Peels—		
Lemon		0 12½
Orange		0 13
Citron		0 18
Currants—		
Filiatras, per lb.		0 07
Amalas, choicest, per lb.		0 07½
Patras, per lb.		0 07¾
Vostizzas, choice		0 10
Vostizzas, shade dried, Cleaned, ¼ cent more.	0 10½	0 11

Dates—		
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½
Figs—		
Natural figs, in bags, lb.	0 05	0 07
Comadre figs, in taps, per lb.	0 04	0 04½
Eleme figs, in boxes, according to size, lb.	0 10	0 15
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 09	0 10
Choice, 50-lb. boxes	0 08¾	0 09
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, old stock	0 08	0 08½
Seeded, fancy, 1 lb. packets	....	0 09½
Seeded, choice, 1 lb. packets	0 08	0 09

RICE AND TAPIOCA.—The market remains steady and unchanged.

Rangoon, per lb.	0 03¼	0 04
Rangoon, fancy, per lb.	....	0 05½
Patna, per lb.	0 05½	0 06½
Japan, per lb.	0 05½	0 08
Java, per lb.	0 06½	0 07
Carolina, per lb.	0 08	0 10
Sago—		
Brown, per lb.	0 05	0 05½
White, per lb.	....	0 06½
Tapioca—		
Bullet, double goat	....	0 09½
Medium pearl	....	0 05
Seed pearl	....	0 05½
Flake	....	0 09½

COFFEE.—There is no change in prices this week.

Coffee, Roasted—		
Bogotas	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 35
Maricaibo	0 25	0 26
Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 18	0 20
Santos	0 21	0 23
Chicory, per lb.	0 10	0 12

TEAS.—The market is very high in black teas, particularly in good grades of India. These are 3 cents higher than last year, and bulk teas are likely to be increased.

BEANS.—The market is unchanged this week.

Beans—	Per bushel.
Austrian H. P.	2 50
Canadian, prime	2 00
Canadian, extra H. P.	2 40
Yellow eyes	3 25
Brown	2 75
Peas, Canadian, per bushel	2 60
Green, imported, bush.	2 60

BARLEY.—Quotations this week are:

Barley	
Pot, per bbl.	6 10
Pot, per bag	2 90
Pearl, per bag	4 85

STARCH.—Another advance was announced on Wednesday of ¼ cent in the cheaper grades of laundry and culinary starches, due to the steady advance in corn. This was generally looked for. The new prices are as follows:—Laundry Starches—40 lbs. Canada laundry starch, 6c per lb.; 40 lbs. boxes Canada white gloss, 1 lb packages, 6½c per lb.; 48 lbs. No. 1 white or blue starch, 4 lb. cartons, 7c per lb.; 48 lbs. No. 1 white or blue starch, 3 lb. cartons, 7c per lb.; 100 lbs. Kegs No. 1 white starch, 6½c per lb.; 200 lbs. bbls. No. 1 white starch, 6½c per lb.

Culinary Starch.—Canada pure corn starch, 6c.

VINEGAR.—The demand for pickling purposes has begun to be brisk. Prices are the same as in Montreal quotations except in vinegar bottled in England, malt quarts, cask of 5 dozen, which is $1.90 in Toronto.

OLIVES.—Mention was made last week of a probable advance in olive oil. An importer has received definite word, and stated on Wednesday that he will raise his prices on new oil at least 10 per cent. The consumption is increasing rapidly in Canada.

CANNED GOODS.

Montreal, Sept. 9.—Packers report the blueberry crop practically a failure, and that conditions are now turning out worse instead of better. Heavy frosts recently have had none too encouraging effects. Though no definite statement is yet to be had, there is little doubt that the crop is one of the shortest on record for the past 30 years and packers estimate that deliveries will not be more than 15 per cent. to 25 per cent.

Special brand Canadian sardines continue at the advanced price struck last week—namely, $3.25 on ¼ tins.

First shipments new tomatoes have arrived, but as yet prices have not been announced. These are expected in a couple of weeks.

VEGETABLES.

	Group A, per doz.
2's Asparagus Tips	2 27½
2 s Asparagus Butts	1 42½
2's Beets, Sliced, Blood Red, Simcoe	0 97½
2's Beets, whole, Blood Red, Simcoe	0 97½
2's Beets, Whole, Blood Red, Rosebud	1 27½
3's Beets, Sliced, Blood Red, Simcoe	1 32½
3's Beets, Whole, Blood Red, Simcoe	1 37½
3's Beets, Whole, Blood Red, Rosebud	1 52½
3's Cabbage	0 97½
2's Carrots	0 97½
3's Carrots	1 27½
2's Peas, Standard, sieve 4	0 82½
2's Peas, Early Junes, sieve 3	0 85
2's Peas, Sweet Wrinkles, sieve 2	0 87½
2's Peas, Extra Fine Sifted, sieve 1	1 27½
Gals. Peas, Standards	4 02½
Gal. Peas, Early Junes	4 12½
Gal. Peas, Sweet Wrinkles	4 27½
2's Spinach	1 27½
3's Spinach	1 77½
Gals. Spinach	5 30
Beans—	**Group A**
2s, golden wax, midget, Arctic brand	1 15
2s, golden wax	0 85
3s, golden wax	1 22½
Gallon, golden wax	3 52½
2s, Refugee or Valentine (green)	0 85
3s, Refugee (green)	1 22½
2s, Refugee, midget, Auto brand	1 15
Gallons, Refugee	3 52½

(Group B is 2½c. doz less in each case.)

FRUITS.

2's Black Cherries, pitted H.S.	1 92½
2's Black Cherries, not pitted H. S.	1 52½
2's Red, Ptd, Cherries, H.S.	1 92½
2's Not ptd., Red Cherries, H.S.	1 52½
Gals., Ptd., Cherries	8 52½
Gals. Not Ptd. Cherries	8 02½
2 s Cherries, White Ptd., H.S.	1 92½
2's Cherries, White, Not Ptd., H.S.	1 52½
2's Black Currants, H.S.	1 92½
2's Preserved, Black Currants	2 27½
Gals. Black Currants, Standard	5 27½
Gals. Black Currants, Solid Pack	8 27½
2's Red Currants, H.S.	1 92½
2's Red Preserved Currants	2 27½
Gal. Red Currants, Standard	5 27½
Gals. Red Currants, solid pack	8 27½
2's Gooseberries, H.S.	1 77½
2's Gooseberries, Preserved	2 02½
Gals. Gooseberries, Standard	7 02½
Gals. Gooseberries, solid pack	8 77½
2's Pineapple, sliced, H.S. White Bahama	1 92½
2's Pineapple, grated, H.S. White Bahama	1 47½
2's Pineapple, whole, H.S., White Bahama	1 92½
3's Pineapple, whole, H.S. White Bahama	2 47½
2's Rhubarb, Preserved	1 52½
3's Rhubarb, Preserved	2 27½
Gals. Rhubarb Standard	3 52½
2's Strawberries, H.S.	1 92½
2's Strawberries, Preserved	2 27½
Gals. Strawberries, standard	7 52½
Gals. Strawberries, solid pack	9 77½

(Group B is 2½c doz. less in each case.)

Lawtonberries—	
2s, blackberries, H.S.	1 92½
2s, preserved	2 12½
Raspberries—	
2s, black, H.S.	1 92½
2s, black, preserved	2 12½
Gals., black, standard	7 02½
Gals., black, solid pack	9 27½
2s, red, H.S.	1 92½
2s, red, preserved	2 12½
Gals., red, standard	7 27½
Gals., red, solid pack	9 27½

Group B, 2½ cents less per dozen.

Toronto, Sept. 11.—No further additions have been made to the canners' lists. Wholesalers report that the demand for fruits, vegetables and salmon shows signs already of being much larger than last year under the lower scale of prices.

MANITOBA MARKETS.

Winnipeg, Sept. 10—The new crop is now coming in in considerable volume, and the quality of the grain is excellent, the greater portion of what has already been on the market being of contract grade. Threshing has been general in Manitoba and Alberta, and is now general in Saskatchewan.

As regards the volume of the crop, expert opinions differ. The North-West Grain Dealers' Association figures on 176,900,000 bushels. Others have put it as high as 220,000,000. But from what threshers returns have come to hand the crop is generally yielding better than was anticipated, and there is likely to be 200,000,000 bushels of wheat threshed. Allowing 20,000,000 for seed, this leaves 180,000,000 for sale, which, at an average of 60 cents per bushel, nets $108,000,000. To this must be added at least $50,000,000 for oats, barley and flax marketed, and it will be seen that there is a vast sum to go into circulation during present crop year on a very conservative estimate.

Under these conditions trade prospects are improving every day. The consumptive demand is increasing, and retailers are carrying heavier stocks. Collections are slow, and will hardly improve until there is some crop money in circulation.

SUGARS.—Prices are steady since the advance reported last week. The consumptive demand at this season is heavy, and all things point to firm prices for sugar during next four weeks.

Sugar—	Per 100 lbs. in bbls.
Extra standard granulated	5 10
Extra ground or icing	5 65
Powdered	5 45
Lumps, hard	5 95
Montreal yellow	4 65
B. C. yellow	4 55

Prices on sugar in bags, 5c per 100 lbs. less.

CORN SYRUPS.—Prices are steady since last advance, but corn is still on up grade, and further advances may be anticipated.

Corn Syrups—		
2 lb. tins, per case	....	2 38
5 lb. tins, per case	....	2 73
10 lb. tins, per case	....	2 61
20 lb. tins, per case	....	2 72
Barrels, per 100 lbs.	....	3 90
Molasses, New Orleans, gal.	0 33	0 35
Molasses, Barbados, gal.	0 45	0 50
Maple syrup, quarts, per case	....	6 20
Maple syrup, ½ gals.	....	5 85

DRIED FRUITS.—Firmness in dried fruits is feature of grocery trade at present time. Although prices locally are as yet unchanged, a general advance all round is anticipated. The California crop is reported short as compared with last year. Apricots are 1 cent up.

Prunes—	Per lb.
Prunes, 80 to 90, 25 lbs.	0 06
Prunes, 90 to 100, 25 lbs.	0 05½
Prunes, 70 to 80, 25 lbs.	0 06½
Prunes, 60 to 70, 25 lbs.	0 07½
Prunes, 50 to 60, 25 lbs.	0 08¾
Prunes, 40 to 50, 25 lbs.	0 10¼
Apricots—	
Choice	0 15½
Standard	0 13¾
Slab	0 11½
Nectarines	0 11½

Cooking Figs—		
Choice boxes	....	0 06¼
Half boxes	....	0 06½
Half bags	....	0 06¼
Valencia Raisins—		
Fine, f.o.s., 28s, s.p., per box	....	2 75
Fine, selected, 28s, s.p., per box	....	2 70
4-crown layers, 22s, s.p., per box	....	2 65
4-crown layers, 17s, s.p., per box	....	1 35
4-crown layers, 17s, s.p., per box	....	0 75
Ne plus ultra, 82s, s.p., per box	....	2 20
Sultanas—		
California	....	0 09¾
Smyrnas	0 14	0 14
Currants—		
Dry clean, per lb.	....	0 07½
Washed, per lb.	....	0 07¾
1-lb. package	....	0 08¾
2-lb. package	....	0 17¾

TEAS AND COFFEES.—New season Japans are on market, which is very steady and practically unchanged during the past week. Coffees are weaker in eastern markets, and prices may be expected to ease up.

Coffee—		
Green Rio, No. 5	....	0 16¼
Roasted Rio	....	0 21
Green Santos	....	0 16
Roasted Santos	....	0 21
Chicory	....	0 11¼
Teas—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 49
Japans, choice	0 36	0 46

NUTS.—California almonds are stiffening in price, due to an expected strong demand in view of shortage in the Mediterranean crop.

Brazil	0 18	0 19
Tarragona almonds	....	0 16¼
Peanuts, roasted, Jumbos	....	0 13
Peanuts, choice	....	0 11
Pecans	....	0 22
Marbot walnuts	....	0 13½
Grenoble walnuts	....	0 16
Sicily filberts	....	0 11½
Shelled almonds	....	0 38
Shelled walnuts	....	0 31

BEANS.—Ontario reports a fairly good crop of beans this year, so that the market may not be so firm this season as last.

Beans—		
Hand picked	....	2 35
3 lb. picker	....	1 95
Peas—		
Split peas, sack, 98 lbs.	....	3 85
Whole peas, bushel	2 75	2 85
Barley—		
Pot, per sack 98 lbs.	....	4 75
Pearl, per sack 98 lbs.	....	3 65

FRESH FRUITS AND VEGETABLES.—There is a brisk demand for green fruits, and the market is well supplied with all lines.

Fruits, Fresh—		
Apples, new, box	....	2 75
Apples, new, barrel	....	5 00
Bananas, per bunch	2 50	3 50
Blueberries, per basket	....	1 50
Cantaloupes, California, crate	....	5 50
Cocoanuts, dozen	....	1 25
Crab apples, B.C., case	....	2 35
Grapes, California, case	....	3 50
Grapes, Ontario, per basket	....	0 50
Lemons, California case	....	10 00
Lemons, Messina, case	....	7 50
Oranges, Valencia, case	....	7 00
Peaches, Washington, case	....	1 25
Pears, Ontario, basket	....	0 75
Pears, Washington, case	3 25	3 50
Pears, California, case	....	4 00
Plums, Washington, green gages, es.	1 25	1 35
Watermelons, dozen	....	6 50
Vegetables, Fresh—		
Potatoes, new, bushel	....	0 60
Tomatoes, Ontario, basket	0 60	0 65

FLOUR AND CEREALS.—There is a good domestic demand for flour, but export prices are out of line. No change in prices is anticipated at present.

Best Patents, bbl.	....	5 60
Seconds	....	5 10
First Clears	....	4 20
Low grade	2 90	3 10
Jute bags 10 cents less.		
Cornmeal, 98 lbs.	....	1 95
Rolled Oats, 80 lbs.	....	1 65
Wheat granules, bale, 16.60	....	3 25
Granulated Oatmeal, 98 lbs.	....	2 15

SASKATCHEWAN MARKETS.

By Wire.

Regina, Sept. 10.—During the past week lard took a decided drop on market here, but majority of other lines held stationary. Quotations are as follows:

Bacon, breakfast, per lb	0 [illegible]	0 [illegible]
Beans, Ontario, per bush.	2 [illegible]	2 [illegible]
Butter, creamery, per lb.	0 [illegible]	0 [illegible]
Canned Goods—		
Corn, standard, per dozen	2 [illegible]	2 [illegible]
Peas, standard, per dozen	2 [illegible]	2 [illegible]
Tomatoes, standard, per dozen	....	3 25
Flour, 98s	....	2 90
Flour, 49s	....	1 [illegible]
Flour, 24s	....	3 00
Lard, 5s	....	0 [illegible]
Lard, 10s	....	0 [illegible]
Lard, 20s	....	0 [illegible]
Lard, tubs, cases	....	0 [illegible]
Rolled oats, 20s	....	0 50
Rolled oats, 40s	....	0 95
Rolled oats, 8s	....	1 85
Rolled oats, 10-8s	....	2 15
Raisins, seeded, per lb	....	0 [illegible]
Rice, per cwt.	....	4 [illegible]
Sugar, standard, gran. per cwt	....	5 [illegible]

NEW BRUNSWICK MARKETS.

By Wire.

St. John, Sept. 10.—There are this week a few slight market changes. Business conditions are improving with better collections, and trade through the province remains steady. Flour market shows signs of weakness owing to bumper crop, and dealers look for drop in Manitoba. Lard is stronger here. Canadian beans are again in market, with indications for lower prices. Cornmeal is firmer, and butter and eggs about same. Cheese 14¾-15c. Cornmeal grain, $5.50; bags, $1.85; bbls., $3.85. Lard compound tubs, 12½c; red spring salmon, $8,25-9.25.

Bacon, roll	0 16	0 16½
Bacon, breakfast	0 20	0 22
Beans, Canadian white	[illegible]	[illegible]
Beans, Austrian	[illegible]	2 55
Beans, yellow eye, bushel	3 75	3 85
Butter, dairy, per lb.	[illegible]	[illegible]
Butter, creamery, per lb.	0 [illegible]	0 38
Buckwheat, W., grey, bag	[illegible]	[illegible]
Cheese, new, lb.	0 [illegible]	0 15
Currants, 1's, lb.	0 [illegible]	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	0 87½	0 90
Corn, doz.	[illegible]	[illegible]
Peas, No. 4	[illegible]	[illegible]
Peas, No. 3	0 [illegible]	0 90
Peas, No. 2	0 [illegible]	0 95
Peas, No. 1	1 [illegible]	1 35
Peaches, 2's, doz	1 55	1 60
Peaches, 3's, doz.	[illegible]	[illegible]
Raspberries, doz.	1 [illegible]	2 00
Strawberries	1 [illegible]	2 00
Tomatoes	1 65	[illegible]
Cornmeal, gran.	....	5 50
Cornmeal, bags	....	[illegible]
Cornmeal, bbls.	....	[illegible]
Eggs, in case, 25c; hennery	0 32	0 34
Flour, Manitoba	[illegible]	[illegible]
Flour, Ontario	[illegible]	[illegible]
Lard, compound, lb	[illegible]	[illegible]
Lard, pure, lb	[illegible]	[illegible]
Lemons, Messina, per box	[illegible]	[illegible]
Molasses, Barbados, fancy	0 38	0 [illegible]
Oatmeal, rolled	....	5 40
Oatmeal, std.	....	5 35
Pork, domestic mess	....	26 00
Backs, American clear, bbl.	25 00	27 50
Potatoes, barrel, new	....	1 50
Raisins, California, seeded	0 08½	0 09
Rice, per cwt.	[illegible]	[illegible]
Salmon, Case—		
Pinks, 4 doz. case	4 25	4 75
Cohoes, 4 doz. case	7 40	7 60
Red spring, 4 doz. case	[illegible]	[illegible]
Sugar—		
Standard granulated	....	4 70
United Empire	....	4 60
Bright yellow	....	4 40
No. 1 yellow	....	4 20
Paris lumps	....	5 60

ESSENTIAL POINT OF WINDOW DISPLAY WORK.

(Continued from page 65.)

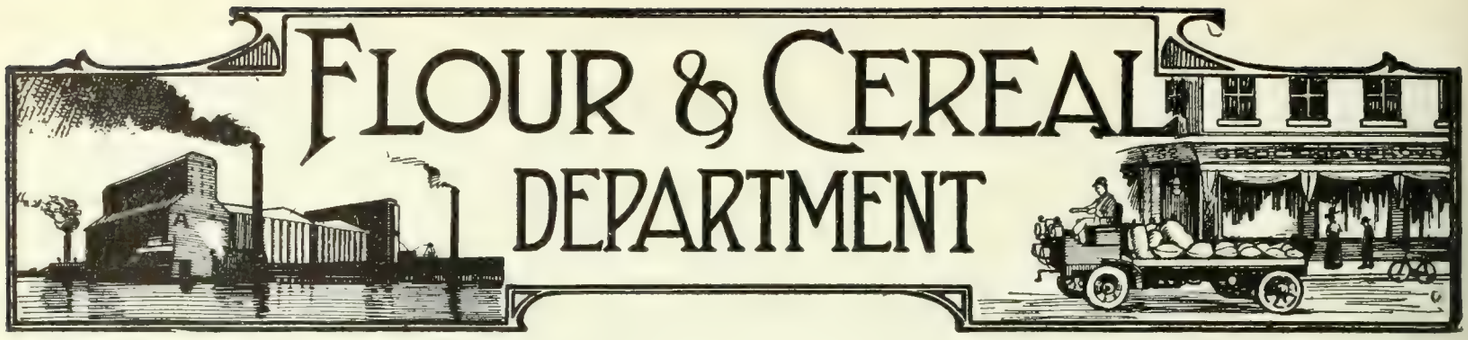
General Effect.

Another feature that adds much to the effectiveness of display is the symmetry with which the articles that go to make up the whole are arranged. By this is meant the relations of the parts of the display to each other with regard to elevation perspective and mutual influence. Care must be taken not to bring the articles of display into juxtaposition so that they will clash or otherwise interfere with their separate or combined influence on the public. Nor can too bold or striking inequalities in spacing or elevation be tolerated without injury to the display as a whole even if it should not necessarily hurt the individual articles. In other words the general effect which is another important point in the make-up of a successful display—must always be kept in mind a good general effect is probably second only to a good special feature in attracting attention first to the display and then to the merchandise exploited.

Last, but by no means the least of the decorator's part in the make-up of a display, is workmanship. Nothing does more to spoil the effect and discredit an otherwise satisfactory display than a dowdy and slovenly handling of goods. The result increases in proportions to the grade of goods shown, having the effect of cheapening and detracting from the real worth and of course the better the goods are the more they suffer in proportion. In fact neatness, cleverness, and good workmanship may be said to be the sum total of the qualities necessary to successful display decorations.

The Value of Show Cases.

The question of show cards and tickets while it goes into another field of work, is an important one to the trimmer, as he must be able to get out good talking points and convincing arguments on the subjects of his trims and besides he must have a knowledge of and good judgment as to the kinds and qualities of cards and tickets that should be used in particular displays. Some displays require merely a simple announcement of the presence of the goods in stock. Others require full description and still others require to be price-ticketed. High-grade goods usually speak for themselves and as a rule require few, if any, cards, and no price tickets. This rule reverses gradually as we go down through the various graduations of value. The foregoing points, rules and directions if properly observed, studied and followed will materially assist and benefit anyone in the execution of all classes of mercantile display decorations. They will make the work easier, more comprehensive, and better understood and the more closely they are followed the more they will tend to increase the returns obtained from display.



Cornmeal Advancing but Oatmeal is Easier

Gossip on New United States Tariff Bill Reducing Duty on Canadian Wheat—Mill Feeds Advance Dollar a Ton—Rolled Oats Have Easier Tone.

Interest in the Western harvest was forced to yield a share of the attention of grain men this week in the face of the United States Senate on Tuesday putting the finishing touches to the Underwood-Simmons Tariff Bill. The bill as it left the House placed wheat on the free list, but the Senate added a 10 cent tax on Canada, as a country where free trade was not offered to United States wheat.

A prominent Toronto buyer declares there will be nothing revolutionary as a result of the new tariff. Canadian prices are higher than in the United States at present—89 cents cash at Winnipeg as compared with 86⅛ cents, September price, at Minneapolis. "If free trade prevailed between the two countries there would be one price," he declared. Sometimes the United States price is higher. The 1913 United States wheat crop was estimated at 780,000,000 bushels, 40,000,000 more than last year. Of this a large amount will be exported.

In the West a large proportion of the farmers welcome the change as enabling them to ship some of their wheat to the States, thus avoiding a tie up in Canadian roads, such as there was last year, with a corresponding wait for the financial returns, or immediate ones at a heavy discount.

Threshing in Western Canada is in full swing, and the first shipment of wheat reached the East this week, No. 1 Northern, as fine as any in years. The local flour markets, however, are not likely to show any change for several weeks on this account.

Corn continues to rise, the closing on Tuesday for December being 73⅞c in Chicago, compared with 54 cents one year ago. As a result cornmeal remains very firm at the higher prices fixed last week, and mill feeds took another advance in sympathy.

MONTREAL.

FLOUR.—Grinding of new wheat has already started in some of larger Western mills, and reports received are exceptionally favorable. A large proportion of the wheat received so far is No. 1 Northern, and is stated by the millers to be the finest they have ever had. In the words of one dealer here this week: "In recent years we have never had any wheat which would grade higher than this does."

At present exporting of flour is practically nil except on low grades. "We are getting there, however," states one miller, "and should market continue favorable we should be doing something worth while within a week. Reduction of 2c per 100 on ocean freight also helps us out greatly. We were counting on an advance of 2c, and were figuring our rates for October on that basis. Instead of that, rates to London, Liverpool, Bristol, Belfast and some of the other larger ports have witnessed a decline. This should help out greatly."

During past few days quite a change has taken place in sentiment with regard to wheat. Previously there was a feeling that wheat had to decline. Now, however, this has changed, and the feeling is that while wheat may not go up, it at least is not bound to come down.

Apart from the sentimental standpoint, however, Canadian wheat is above other markets, but is gradually sliding down to their level. Should deliveries keep up as in the past few days, during which a very large amount of wheat has been handled, some local dealers are of the opinion that in the course of a week or so our Winnipeg market will be as low as Minneapolis.

	Car lots, per bbl.	in bags,
Manitoba Wheat Flour—		
First patents	5 60	5 75
Second patents	5 10	5 45
Strong bakers'	4 90	5 25
Flour in cotton sacks, 10 cents per barrel more.		
Winter Wheat Flour—		
Fancy patents	5 00	5 20
90 per cent.	....	5 10
Straight roller	....	4 90
Blended flour	5 00	5 40

CEREALS.—A further advance of 10c has taken place since the advance of 10 cents last week on cornmeal and hominy. Corn is still very high, and its firmness is keeping all other grains up. Some dealers go so far as to predict a shortage of cornmeal this winter.

	Per 98-lb. sack
Cornmeal—	
Kiln dried	.... 2 50
Softer grades	.... 2 40
Rolled Oats—	98s, in jute.
Small lots	.... 2 35
25 bags or more	.... 2 25
Rolled oats in cotton sacks, 5 cents more.	
Oatmeal—Fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.	
Rolled wheat—	100-lb. bbls.
Small lots	.... 2 85
Hominy, per 98-lb. sack	.... 2 60

MILL FEEDS.—Mill feeds advanced another dollar all round last Saturday morning. The prices given below, however, though advanced the $1, are practically only nominal. United States buyers are offering to-day a price equivalent to about $23.50 per ton, so that with this option millers are not very likely to allow an easing up here. Somewhat more than a year ago bran reached the high level of $27.

Mill Feeds—	Car lots, per ton
Bran	.... 22 00
Shorts	.... 24 00
Middlings	.... 26 00
Wheat moulee	.... 28 00
Feed flour	.... 34 00

TORONTO.

FLOUR.—Prices remain unchanged, and it will be several weeks before new Western wheat becomes a factor. The milling of Ontario wheat has a tendency to make blends easier.

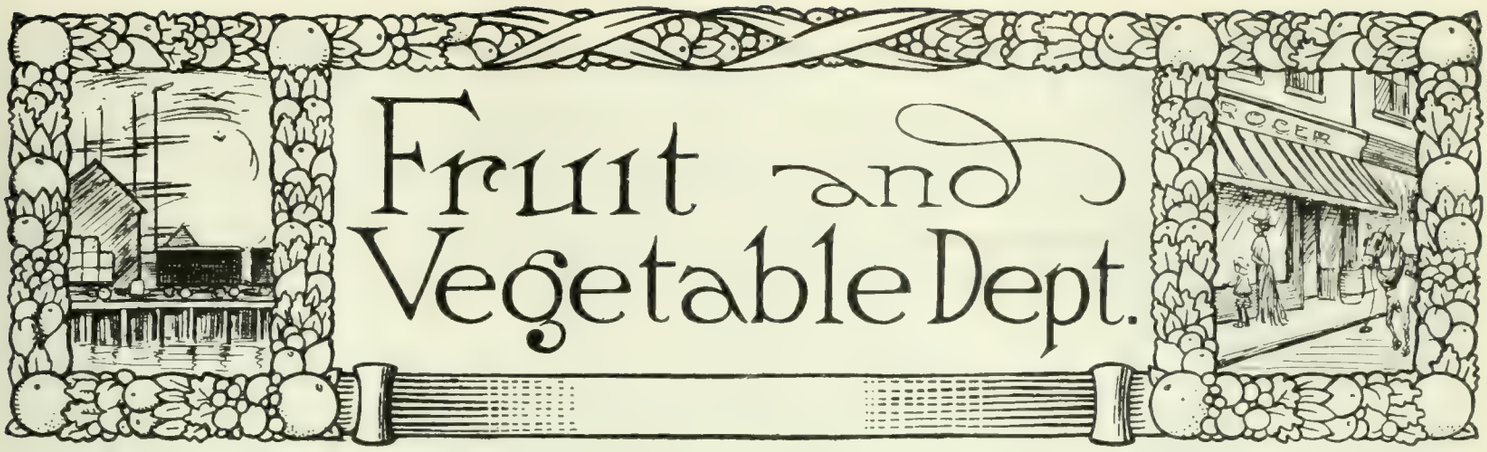
	Small lots,	in bags, per bbl.,
Manitoba Wheat Flour—		
First patent	....	5 50
Second patent	....	5 00
Strong bakers'	....	4 80
Flour in cotton sacks, 10c per bbl. more.		
Winter Wheat Flour—		
Fancy patents	5 00	5 20
90 per cent.	4 40	4 80
Straight roller	4 60	4 80
Blended flour	5 05	5 35

CEREALS.—Situation in cornmeal has not cleared any since last week, and millers do not know where they will get a supply. One firm that received one carload a week ago has no more in sight, and is refusing to accept orders for any except small lots. Oats, from favorable Ontario, and later Western, reports, are much easier.

Cornmeal, per 96 lb. bag—		
Kiln dried, 25 bag lots	2 20	2 30
Softer grades, 25 bag lots	1 90	1 95
Rolled oats, per 90 lb. sack, in jute—		
Small lots	2 35	2 37½
25 bags to car lots	2 25	2 30
Rolled oats in cotton sacks, 5 cents more.		
Oatmeal, standard and granulated, 10 per cent. over rolled oats in 90 S, in jute.		
Rolled Wheat—		
50 lb. boxes	....	1 50
100 lb. barrels, small lots	....	2 90
100 lb. barrels, 5 bbl. to car lots	....	2 80

MILL FEEDS.—Corn has many varieties of sins to answer for in the realm of advanced prices. Mill feeds have fallen entirely under its domination, and this week another advance of one dollar a ton all around went into effect. Bran and shorts have become very scarce, and, as in cornmeal, only small orders are accepted. Feed flour went up another 5 cents this week.

Mill Feeds—	Car lots, per ton.
Bran	.... 22 00
Shorts	.... 24 00
Middlings	.... 26 00
Wheat moulee	.... 28 00
Feed flour, per bag	.... 1 70



Apples Are Up With Poor Crop Reports

Barrels Advance Nearly 75 Cents—Peaches Very Plentiful, and Prices Fall, As Do Pears and Plums—Tomatoes Higher—Potatoes Drop With Plentiful Crops in Canada—Scarcity in U.S.

MONTREAL.

GREEN FRUITS.—During past week Toronto Exhibition has had effect of keeping up prices on Montreal market on all Ontario fruits, but more particularly on peaches. Prices offered in Toronto being higher, growers were unwilling to ship into Montreal at a lower level.

Throughout Quebec apple crop is reported as poor, and even in Nova Scotia estimate runs only to a 50 per cent. crop. With Ontario also down chances for high prices this fall and winter seem exceedingly good.

First English nectarines appeared on market this week. Supplies are not at all regular, so that market may be bare before end of week. At present prices quoted are 50 cents per 6-qt. basket. Supplies at growing centres are reported as extremely scarce.

Apples, Canadian, 11-qt. bkt.	0 50	0 65
Bananas, crate	2 00	2 75
Blueberries, Saguenay, 20-qt. box	....	2 25
Blueberries, N.B., per qt.	0 15	0 17
Cantaloupes, California, 45s, per crate	....	6 00
Cantaloupes, Canadian, crate, 7-9	....	1 50
Grapes, Malaga, 25 lb. box	....	2 00
Grapes, Tokay, 25-lb. box	....	3 25
Grapes, Moore's early, 6 qt.	....	0 30
Grapefruit, Jamaica, case	....	5 00
Lemons, Verdelli, case	....	4 50
Limes, Florida, box of 100	....	1 25
Oranges—		
Jamaicas, 126s to 250s	....	3 00
Sorrentos, 80s	....	2 50
Sorrentos, 160s	....	4 50
Sorrentos, 200s	....	5 00
Late Valencias	5 50	6 50
Pears, Gifford, Canadian, 11-qt. bkt.	....	0 60
Pears, Gifford, Canadian, 8-qt. bkt.	....	0 40
Pears, Gifford, Can., per bbl.	....	6 00
Pears, Bartlett, California, box	....	3 75
Pears, Bartlett, Can., per bbl.	....	7 00
Peaches, Clingstone, Canadian, 11-qt. bkt.	0 50	0 60
Peaches, Clingstone, Canadian, 6-qt. bkt.	0 30	0 35
Peaches, St. John, 11 qt.	....	1 00
Peaches, St. John, 6 qt.	....	0 50
Peaches, Crawfords and Elbertas, California, box	....	1 75
Plums—		
Blue, Canadian, 11 qt. bkt.	....	0 45
Red, Canadian, 6 qt., 25c; 11 qt.	....	0 40
Yellow, Canadian, 11 qt. bkt.	....	0 40
Green gages, Canadian, 11 qt. bkt.	0 50	0 60
Wickson and Burbanks, California, box	2 25	2 50
Watermelons, 30-40 lbs., each	....	0 50

VEGETABLES. — From throughout Quebec and New Brunswick reports as to potato crop are exceedingly favorable. Rot does not appear to have blighted the crop in any way, so that under ordinary conditions cheap potatoes would be looked for.

There is, however, one feature likely to change somewhat this condition. The crop in the States is reported as one hundred million bushels short. To this condition Canadian dealers look to keep their markets firm, especially as duty on potatoes entering the States is likely to be thrown off shortly. With no duty the difference between shipping from New Brunswick into New York and into Montreal will not be more than 5c per bag.

This week first shipments by freight of Jersey sweet potatoes were received.

Egg plant, basket of 12	....	1 25
Onions—		
Egyptian, bag, of 110 lbs.	....	2 50
Spanish, per case	3 00	3 50
Red Danvers, bag	....	3 00
Peppers, green, 11-qt. bkt.	....	0 50
Potatoes—		
Domestic, bag of 70 lbs.	1 00	1 25
Potatoes, sweet, per bbl.	....	4 50
Potatoes, sweet, Jersey, hpr.	....	1 75
Turnips, Quebec, bag	....	1 50
Tomatoes, Canadian, outdoor, 11-qt. bkt.	0 40	0 50
Tomatoes, Canadian, box 33 lbs.	....	0 75
Vegetable marrow, doz.	....	1 00

TORONTO.

FRESH FRUITS.—Peaches continue to dominate the fruit market, and Crawfords command attention to the extent that few others are being shipped. Many lots went as low as 50 cents, while 75 cents secured the best in large Leno baskets. This has been one of the best seasons for supply in many years.

Plums were away down, and Lombards sold at 20-25c for small, and 25-40c for large, while greengages were 30c to 40c. Grapes also were lower, at 20-25c for Champions and 30-35c for Moore's Early. Pears were lower than one week ago, and sold at from 25c to 40c. On Saturday last they had taken a decided slump, and many lots of Bartletts went at 20 cents. Apples were scarce, and opinion now prevails that crop will be poor. Baskets ran all the way from 25c to 50c, compared with a 40-cent maximum last week, and barrels advanced 50 to 75 cents. Crab apples were selling at 40 cents.

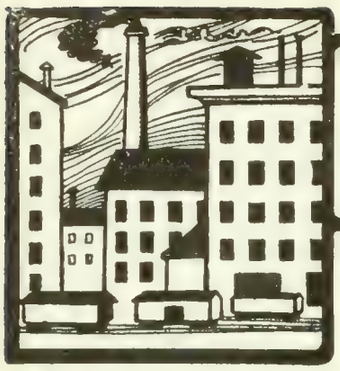
Blueberries came in in unexpected quantities, and fell to $1.35-$1.50.

Canteloupes continue to arrive in good quantities, and price has dropped steadily. On Tuesday of this week the green centres were selling at 25-30 cents a basket, and the best salmon insides for 40 cents.

Apples, Canadian, basket	0 25	0 50
Apples, crab	....	0 40
Apples, bbl.	2 50	3 25
Bananas, per bunch	1 25	1 60
Blueberries	1 35	1 50
Cantaloupes, Canadian, crates	0 40	0 60
Cantaloupes, Canadian, baskets	0 25	0 40
Grapes, Malagas, case	....	2 25
Grapes, Canadian, basket	0 20	0 35
Grapes, Tokay, case	2 75	3 00
Oranges, California, Valencias	6 00	7 00
Limes, per box of 100	....	1 50
Lemons, Verdelli, new	5 00	5 50
Peaches, California, box of 8-10 dozen	1 25	1 50
Peaches, Canadian, Crawford, large bkt	0 50	0 75
Peaches, Canadian, clingstone, large bkt.	0 30	0 40
Pears, California, Bartlett	3 00	3 25
Pears, Canadian, Bartlett	0 25	0 40
Plums, California	1 50	2 00
Plums, Canadian	0 20	0 35
Watermelons, 23 to 35 lbs.	0 40	0 50

VEGETABLES.—Good and bad news met the potato market this week. Ontario potatoes came in with a rush and promise large crop, bringing prices down to 75-90 cents for the 90 lb. bag., with some job lots offering at 50 and 60 cents. A small scare was thrown into the ranks of the large jobbers on Tuesday morning, however, by the discovery of dry rot in some carloads that had just arrived from some sections of Eastern Canada. These had taken about six days to come, and had run into hot weather on the way. However, some jobbers console themselves with the hope that much of the earlier crop will be found good, and that the later crop may show no signs at all. This was the experience one year ago. A few shipments of sweet potatoes are in and quoted at $5.25 per bbl. Cucumbers are getting plentiful, and sell at 20 to 30 cents a basket, with Gherkins at 75c to $1.25 for choice lots per basket.

Beans, wax, 11-qt., per basket	....	0 35
Beets, Canadian, new, per bkt.	....	0 30
Carrots, Canadian, new, bkt.	....	0 35
Celery, domestic, doz.	....	0 35
Corn, new, dozen	0 10	0 12
Cucumbers, Canadian, basket	0 20	0 30
Eggplant, basket of 12	0 35	0 40
Gherkins, basket	0 75	1 25
Mushrooms, per lb.	....	0 75
Onions—		
Spanish, crate	2 75	3 00
Pickling, basket	....	1 25
Parsley, bkt.	....	0 75
Green peppers	0 40	0 50
Potatoes, Ontario, new, per bag	0 75	0 90
Sweet potatoes, bbl.	....	5 25
Sweet potatoes, hamper	....	2 00
Squash, dozen	....	1 25
Tomatoes, Canadian, basket	0 40	0 50
Vegetable marrow	0 25	0 35
Water cress, domestic, 11-qt. basket	....	0 50



Produce & Provisions

Hams and Cooked Meats Easier; Lard Drop

No Sure Signs Yet of Permanent Lowering in Price of Hogs—Compound Lard Down ½ Cent, But No Change in Pure Lard This Week—Eggs Advance in Toronto—Butter Remains Firm.

The slight break in hog prices last week did not continue long and although situation remains easier than two weeks ago, there is no pronounced lowering in sight yet. It is now a nip and tuck contest between producers and buyers. On other hand passing of the summer trade in hams and bacon has tended to ease up prices, particularly as stocks are not light, and both Montreal and Toronto showed ½ cent drop in hams, and one cent lower in cooked meats. Compound lard also fell ½ cent.

The egg market was distinctly firmer, and storage eggs made their appearance for first time. This was due partly to scarcity of new laid, and partly to higher prices making storage a profitable product.

The Toronto Produce Exchange was congratulating itself this week on recognition of its growing importance as outside orders to buy on the Exchange began to come in.

The following were the transactions on the Exchange on Monday:—

BUTTER.—Dairy, none; creamery, 25 box prints finest, 25, bid 24½; 45 box solids finest, bid 24; 100 box solids finest pasturised, 25½, no offer; 75 box solids finest pasturised, 25, no offer; 75 box solids finest pasturised, 24½, sold.

EGGS.—400 cases storage April, May, storage to January, cases returned, 26½, no offer; 400 cases storage April, May, storage to Jan. 1, free cases, 27, no offer.

CHEESE.—50 large new, 13⅝, no offer; 50 box twins, 13¾, no offer; by telegram, 100 box large new, 13⅜, sold 100 box large new, 13¾, sold; 50 triplets, new, 14, sold; 25 old September, large, 13¾, sold; 25 old Sept., twins, 13⅞, sold.

MONTREAL.

PROVISIONS.—Owing to piling up of stocks in Montreal as result of falling off in sales, the easier tone in meats which has now been apparent for some weeks has finally come to climax. At last writing slightly better feeling prevailed, but late last week prices all struck an easier level. Hams eased off from ½ to 1 cent per lb., and barrelled pork about $1 per bbl. Cooked hams also declined about 1c per lb., but as yet shoulders have shown no change. These, however, are expected to fall later, as soon as stocks pile up a little heavier.

Compound lard this week dropped ½ cent all round. Preparing for the new crop holders of cotton seed oil are anxious to clear out balance of their old stock, and this fact has caused an easier feeling in the compound lard market.

		Per lb.
Hams—		
Light, under 12 lbs.	....	0 21
Medium, 12 to 20 lbs.	0 19½	0 20
Large, 20 to 40 lbs.	0 19	0 19½
Backs—		
Plain, bone in	....	0 23½
Boneless	....	0 26
Peameal	....	0 26
Bacon—		
Breakfast	0 21	0 23
Roll	....	0 17
Shoulders, bone in	....	0 16
Shoulders, boneless	....	0 16½
Cooked Meats—		
Hams, boiled	0 30½	0 31
Hams, roasted	...	0 31
Shoulders, boiled	....	0 27
Shoulders, roasted	....	0 28
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 80-100 lbs.	....	0 14½
Flanks, bone in, not smoked	....	0 15½
Barrelled Pork—		Per bbl.
Heavy short cut mess		30 00
Heavy short cut clear		30 00
Clear fat pork		28 50
Clear pork	....	27 00
Lard, Pure—		Per lb.
Tierces, 375 lbs. net	....	0 14½
Tubs, 50 lbs. net	....	0 14½
Boxes, 50 lbs. net	....	0 14½
Pails, wood, 20 lbs. net	....	0 14¾
Pails, tin, 20 lbs. gross	....	0 14½
Cases, 10 lb. tins, 60 in case	....	0 15
Cases, 3 and 5 lb. tins, 60 in case	....	0 15¼
Bricks, 1 lb. each	....	0 15¾
Lard, Compound—		
Tierces, 375 lbs. net		0 11
Tubs, 50 lbs. net		0 11¼
Boxes, 50 lbs. net		0 11
Pails, wood, 20 lbs. net		0 11½
Pails, tin, 20 lbs. gross		0 11
Cases, 10 lb. tins, 60 in case		0 11¾
Cases, 3 and 5 lb. tins, 60 in case		0 12
Bricks, 1 lb. each		0 12¾
Hogs—		Per cwt.
Live, f.o.b.	9 95	10 10
Live, fed and watered	10 25	10 40
Dressed	....	14 50

BUTTER.—Creamery butter advanced 1 cent all round late last week owing to continued firmness at country points. Week ago Saturday Cowansville jumped up 2½ cents, but last Saturday fell down ¼c again to 25¼ and 25½. St. Hyacinthe has moved up on the week ¾c to 24¾c. In the country firmness prevails, but as stocks held in the city are heavy it is hard to state whether primary conditions will continue to be reflected or not. At the first of the months stocks were reported as about 60,000 boxes heavier than at corresponding period last year. It is stated, however, that stocks at smaller country points are lighter than at this time last year, and that this counterbalances to some extent the Montreal increase.

		Per lb.
Butter—		
Creamery prints, fresh	....	0 27½
Creamery solids	....	0 27
Dairy prints	....	0 23
Dairy solids	....	0 23
Separator prints	....	0 23
Separator solids	....	0 23

EGGS. — Market on eggs continues firm but unchanged. Receipts are falling off slowly but steadily, so that dealers anticipate a firm market to prevail from now on.

		Per dozen.
Eggs, case lots—		
New laids	....	0 34
Selects	....	0 29
No. 1s	....	0 26
No. 2s	....	0 22
Splits	....	0 21
New laid eggs, in cartons	....	0 35

CHEESE.—New cheese advanced ½ cent all round during past week, as result of greater firmness on country cheese boards. These prices have risen to 13½ cents, which even at present levels leaves practically no margin. Increase in price is explained by heavier export demand raising the market.

	New.	Old.
Cheese, White or Colored—		
Large	0 14	0 15
Strong	....	0 16½—0 17
Twins	0 14½	0 15
20 lb., new	0 15	....
Stilton	....	0 17

POULTRY.—Poultry continues quiet. Some black ducks are now beginning to come in, the first contributions to the fall trade in game. As season has just opened, greater activity is expected next week.

		Per lb.
Frozen Stock, Dressed—		
Chickens	0 21	0 24
Ducks	....	0 22
Fowl	....	0 18
Turkeys	0 23	0 24
Fresh Stock—		
Broilers, spring, live	0 22	0 24
Broilers, spring, 3 lb. pr., dressed	....	1 25
Ducks, spring, dressed	0 26	0 28
Ducks, old, dressed	0 14	0 15
Ducks, old, live	0 12	0 13
Fowl, live	0 15	0 16

Fowl, dressed	0 19	0 20
Turkeys, old Tom, dressed	0 22	0 23

HONEY. — Buckwheat comb honey made first appearance on market this week. As yet strained buckwheat has not been offered, but in course of a week or so is expected in quantities. Buying of Canadian honey has so far been light owing to high prices.

White Clover Honey—	Per lb.
Barrels	0 12
Tins, 30 lbs.	0 12½
Tins, 5 and 10 lbs.	0 13
Comb, 13-14 oz., section	0 20
Buckwheat Honey—	
Comb, 13-14 oz. section	0 15 — 0 16

TORONTO.

PROVISIONS.—The drop of ½ cent in all grades of hams from 22 to 21½ for light, etc., was not a universal change in the market, as a few firms still held up with the idea that prices of hogs warranted no reduction in the products. However, the lessened demand for lighter brands was responsible, although contractors' gangs keep up the consumption of the heavier goods. Cooked hams dropped from 31 to 30, as they are distinctly hot weather goods so far as their main sale is concerned. Compound lard fell ½ cent all around, partly in sympathy with drop in pure lard one week ago. Hogs remained at $9.40 as low price but $9.65 was paid by several buyers, almost as high as two weeks ago.

Hams—		
Light, per lb.		0 21½
Medium, per lb.	0 21	0 21½
Large, per lb.	0 19½	0 20
Backs—		
Plain, per lb.	0 23½	0 24½
Boneless, per lb.	0 25½	0 26
Pea meal, per lb.	**0 24½**	**0 25½**
Bacon—		
Breakfast, per lb.	**0 20**	**0 21**
Roll, per lb.		**0 17**
Shoulders, per lb.	**0 15**	**0 15½**
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	**0 15¾**	**0 16**
Long clear bacon, heavy	**0 15**	**0 15¼**
Cooked Meats—		
Hams, boiled, per lb.		0 30
Hams, riast, per lb.		0 30
Shoulders, boiled, per lb.		**0 22½**
Shoulders, roast, per lb.		**0 23½**
Barrelled Pork—		
Heavy mess pork, per bbl.	**24 00**	**25 00**
Short cut, per bbl.	**28 50**	**29 00**
Lard, Pure—		
Tierces, 400 lbs., per lb.	**0 13¾**	**0 14**
Tubs, 60 lbs., per lb.	**0 14**	**0 14¼**
Pails, 20 lbs., per lb.		**0 14½**
Pails, 3 and 5 lbs., per lb.		**0 15¼**
Bricks, 1 lb., per lb.		**0 15½**
Lard, Compound -		
Tierces, 400 lbs., per lb.	0 10½	0 11
Tubs, 60 lbs., per lb.	0 10¾	0 11¼
Pails, 20 lbs., per lb.	0 11	0 11½
Hogs—		
F.O.B. live, per cwt.	9 40	9 65
Live, fed and watered, per cwt.	9 75	10 00
Dressed, per cwt.	13 75	14 00

BUTTER.—The market remains dormant and prices are same. There will be few changes it is thought for several weeks.

Butter—		
Creamery prints, fresh	0 26	0 28
Creamery solids	0 24	0 25
Dairy prints, choice	0 22	0 24
Dairy solids	0 20	0 22
Separator prints	0 23	0 26

EGGS.—The usual increase is taking place in egg prices at this season of the year. Supply is gradually dropping off and many are being shipped West. Storage eggs will soon be general to supplement the demand. Selected advanced from 26—28 to 27—29 this week, and selected in cartons to 31, with some dealers selling lots at 32 cents.

Eggs, case lots—	Per dozen.	
Selected new laid	0 27	0 29
Selected, new laid, in cartons	0 31	0 32
Fresh gathered	0 25	0 26
No. 2's	0 18	0 20
Splits	0 17	0 18

CHEESE. — For first time in many weeks cheese became a factor on the Toronto market and took on a firmer tone.

Cheese—		
Old, large	0 14¾	0 15
Old, twins	0 15	0 15¼
New, large	0 14¼	0 14½
New, twins	0 14¾	0 15

HONEY. — Prices for Buckwheat honey have been fixed by the Crop Report Committee of the Ontario Beekeepers' Association. At a meeting at end of the week it was reported that 252 members had taken 239,400 pounds from 10,463 colonies, an average of 23 lbs. each, about the same as last year. It was decided that the same price should be asked, 7½c to 8½c., according to size of package and the quantity ordered at one time. The retail price must not be less than 10 cents per lb.

Clover continues to sell around 11 cents, with comb honey, from $2.50 to $3.00, but the high prices asked still repel most of the would-be buyers.

POULTRY.—The drop in prices due to the rush of poultry into the city for the Exhibition is still in effect, and no changes are reported this week. There are large stocks with most dealers over from last week, and prices are likely to be even lower next week.

Frozen Stock—	Per lb.	
Broilers, dressed	0 22	0 25
Chicks, milk fed, dressed		0 25
Chickens, dressed	0 20	0 22
Ducks, dressed	0 16	0 20
Fowl, dressec	0 17	0 18
Turkeys, dressed	0 24	0 25

Fresh Stock—	Live.	Dressed.
Broilers, spring	0 15	0 20
Ducks, spring	0 12	0 15—0 16
Fowl	0 12	0 13—0 14
Turkeys, old Tom	0 14—0 18	0 18—0 20

WINNIPEG.

PRODUCE AND PROVISIONS.—Dairy produce is steady, but dairy butter and fresh eggs are slated to advance. Cured meats are firm. Ontario cheese is very firm, and there is no Manitoba cheese on the market. Lard is steady.

Cured Meats—		
Hams per ,b.	0 19	0 21½
Shoulders, per lb.		0 15
Bacon, per lb.	0 20½	0 22½
Long clear, D.S., per lb.		0 14½
Mess pork, bbl.		28 00
Lard—		
Tierces, per lb.		0 13
50 lb. tubs		6 60
20 lb. pails		2 70
3 lb. tins, cases		8 40
5 lb. tins, cases		8 32
Butter—		
Creamery, per lb.	0 27	0 29
Dairy, per lb.	0 17	0 22
Cheese—		
Ontario, large, per lb.		0 15¾
Ontario, twins, per lb.		0 16

CANADIAN OYSTER PRODUCTION.

Ottawa, Sept. 9.—(Special).—An understanding has been reached by the federal and provincial authorities in which the government of any province may grant leases of water areas considered suitable for the cultivation and production of oysters. This means a relinquishment by the government of Canada of what under the law as interpreted some hold are its rights. As for this, however, the lover of oysters will care little, provided the effect on supply is satisfactory.

By the arrangements described it is intended to give long term leases of oyster producing areas. The holders of these by paying a moderate rental will be protected in their rights and will be expected to improve cultivation so as to add to the annual output.

The farming process is not always cheap or easy. As much as $1,000 per acre has been spent in preparing the bottom of the bed for planting and this without including the seed oysters to be laid down. But considering that a first-class producing oyster bed is worth about $5,000 per acre,, such an expenditure appears justifiable.

Following items are from Canadian Grocer of Sept. 15, 1893:—

"The Montreal market in beans is firmer, and we quote prices higher as follows: Choice hand picked, $1.70 to $1.80; ordinary, $1.50 to $1.60 and inferior, $1.00 to $1.25."

Editorial Note. — Beans to-day are quoted at a little more than twenty years ago, but the difference is slight.

* * *

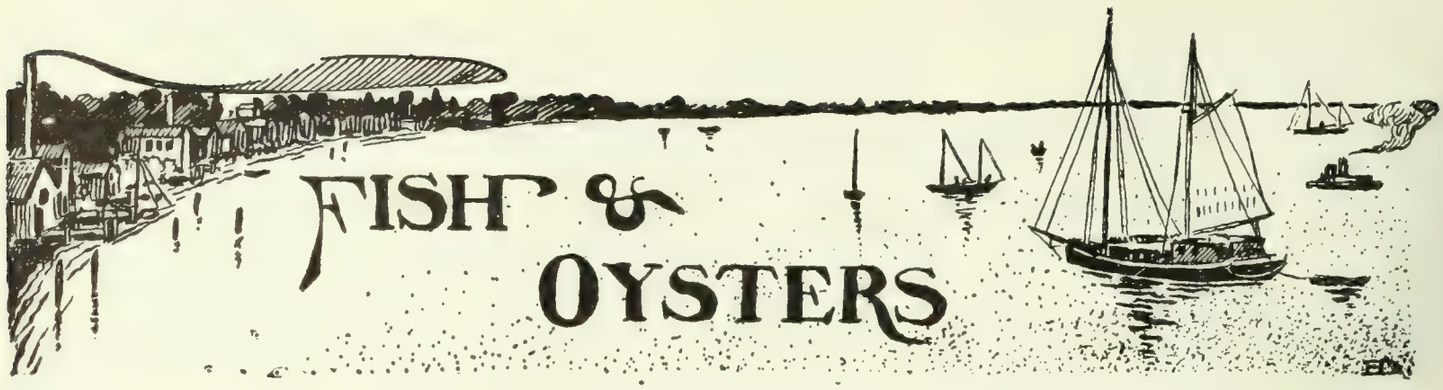
"A man living in a cabin near Centreville, N.S., adopted a novel method of keeping creditors away from the door. He would go to a store, get goods on credit, saying that he would pay for them on pay-day. When a collector appeared he found the dwelling placarded with the words "Scarlet Fever." This did not frighten one collector, and so the scheme was exploded."

Editorial Note.—From the above it will be noted that the men doing business two decades ago had about as much to contend with as present day merchants.

* * *

"In spite of the cry of small profits there are here and there lines out of which the grocer can make a nice little profit. Tea is one of them; and it is strange that some do not make a greater effort to cultivate it."

Editorial Note.—This suggestion holds good to day. The tea business of every retailer can be made profitable in majority of cases by selling tea of uniform quality and blend.



The Demand For Oysters Grows Steadily

Better Than Was Expceted—Dearth of Halibut From Overdue Vessels — Must Import Lobsters—Shelled Clams and Scallops Making Headway.

MONTREAL.

FISH.—Owing to Autumn Ember Days, September 17, 19 and 20, coming next week, dealers are already preparing for an extra heavy trade in fish. These are the last fish days before Advent, which leaves a long open period without special days upon which to boost sales of fish after these days are reached.

Up to present trade has been a little wary about ordering smoked fish, owing to continuance of warm weather. Quantities handled have been small, but as soon as cool weather sets in a marked increase is expected.

Canadian product lobsters are now entirely off market, and as stocks offered have to be brought in from across the border this explains high prices. During the open season a number of lobsters were caught and placed in private ponds. These were under Government certificate, and the owners allowed to draw from them as they wished. But this stock has now been all sold out, so that to supply present demand it is now necessary to import from the United States.

Shelled clams and scallops are now offering freely, and are coming to be considered quite favorably by the consuming public. Until the last few years these were not well known, but now have been thoroughly introduced, and are being bought heavily both in bulk and shell.

Fresh caught smelts are also coming in small quantities. As the season is just opening shipments are small, and are being delivered here by express, but demand is good, and as season advances, prices are likely to ease off through heavier receipts.

Canadian shelled oysters now offering are all from cultivated stock on private beds. Shipments are small, but quality is well up to average, and, compared with general run of stock from uncultivated beds, shows a marked improvement.

Halibut is almost entirely out now, so that high prices are likely to continue to end of season.

Fresh Stock—		
Bluefish, per lb.	0 15	0 16
Carp, 100 lb. boxes, per lb.	0 10	0 11
Cod, market, 250 lb. cases, per lb.	....	0 05
Doree, 100 and 150 lb. cases, per lb.	0 13	0 14
Flounders, per lb.	0 06	0 07
Frogs legs, large, per lb.	....	0 50
Frogs legs, small, per lb.	....	0 25
Haddock, per lb.	0 05	0 06
Halibut, per lb.	0 12	0 13
Herring, per 100 fish, large	....	3 00
Mackerel, 1½ lb. fish, each	....	0 15
Perch, dressed, per lb.	0 09	0 10
Pike, dressed, per lb.	0 08	0 09
Salmon, B.C., per lb.	0 13	0 15
Salmon, Gaspe, per lb.	0 20	0 22
Steak cod, per lb.	....	0 07
Smelts, per lb.	....	0 12
Sword fish, per lb.	0 09	0 10
Trout, brook, per lb.	....	0 30
Trout, lake, per lb.	0 11	0 12
Turtles, small, per lb.	....	0 15
Whitefish, per lb.	0 12	0 13
Shell Fish, Fresh—		
Clams, per barrel	....	7 00
Crab meats, per gal.	....	2 50
Lobsters, live, per lb.	....	0 28
Lobsters, boiler, per lb.	....	0 30
Meats, bulk, standards, gal., $1.50; selects	....	1 80
Meats, solid, standards, gal., $1.80; selects	....	2 00
Oysters, Cape Cod, shell	....	12 00
Periwinkles, per bushel	....	2 50
Prawns, per gal.	....	2 00
Scallops, per gal.	....	2 75
Shrimps, per gal.	....	2 00
Frozen Stock—		
Haddock, per lb.	0 04	0 05
Herring, per 100 fish	....	1 50
Pike, per lb.	....	0 06
Smelts, fancy, per lb.	0 12	0 13
Smelts, No. 1, per lb.	0 08	0 09
Salmon, fancy, Spring, per lb.	0 14	0 15
Salmon, Gaspe, per lb.	0 15	0 16
Salmon, Qualla, per lb.	0 07½	0 08
Whitefish, per lb.	0 07	0 10
Prepared Stock—		
Boneless fish, 20 lb. pkgs.	0 07	0 08
Cod, pure, cs. of 20 tablets, per lb.	....	0 10½
Cod, pure, 3 lb. box, per lb.	....	0 15
Cod, boneless strip, 30 lb. box, lb.	....	0 10
Cod, boneless strip, 2 lb. blks., in 20 lb. pkgs., lb.	0 07	0 08
Cod, shredded, box of 2 doz.	....	1 80
Cod, skinned, per 100 lb. box	....	6 00
Cod, dried, per 100 lb. bundle	....	6 50
Pollock, dried, per 100 lb. bundle	....	6 00
Salted and Pickled Stock—		
Cod, green, ordinary, per 200-lb. bbl.	7 00	8 00
Cod, green, white napes, per 200-lb. bbl	8 00	9 00
Haddock, No. 1, green, per 200 lbs.	5 00	6 00
Herring, Gaspe, No. 1, ½ bbls., $2.75; bbls.	....	5 00
Herring, Holland, per keg, 75c; per ½ bbl., $5.00 to $6.00; per bbl.	9 00	10 00
Herring, Labrador, ½ bbl., $3.25, bbl.	....	5 75
Herring, Scotch, keg of 12 lbs. net, $1.25 to $1.35; ½ bbl.	....	7 00
Mackerel, No. 1 20 lb. kits, $1.75, ½ bbl., $7.00; bbl.	....	14 00
Salmon, Labrador, ½ bbl., $8.00 to $9.00, bbl.	15 00	16 00
Trout, lake, kegs	....	7 00

TORONTO.

OYSTERS.—The season for oysters has opened well, and the trade report sales as better than usual. There was a fair demand during last Exhibition week, and many restaurants are featuring oysters on placards in their windows.

Business this week has doubled locally over last, partly, of course, as result of cooler weather. Consumption is reaching more uniform condition, and is improving more than was anticipated before opening of season. Bulk oysters are quoted locally at from $1.20 to $1.75 a gallon, with prices outside shaded according to distance and transportation charges. More and more the oyster shippers are working towards no returns of packages and arranging to ship new ones each time. This, they contend, ensures absolute cleanliness and only a barely perceptible increase in cost.

FISH.—There is a famine in halibut this week following heavy run during the Exhibition. The boats have been late in reaching port, and not a pound can be had in the city. Halibut was about the only fish for which there was a large sale. Trout and whitefish were scarce, and will be for several weeks, until new run. Next week number of lines of new catch will have arrived. Prices remain firm at last week's quotations.

Frozen Stock—		
Roe shad, weight 3 lbs., each	1 00	1 25
Whitefish, per lb.	0 09	0 10
Fresh Caught—		
Haddock, per lb.	0 06½	0 07
Halibut, per lb.	0 10	0 11
Herring, per lb.	0 05	0 06
Mackerel, weighing 1½-3 lbs., each	0 15	0 25
Pickerel, yellow, per lb.	....	0 12
Pike, per lb.	0 06	0 08
Roe shad, weight 3 lbs., each	1 00	1 50
Salmon, B.C., per lb.	0 15	0 16
Steak, cod, per lb.	0 07	0 08
Trout, per lb.	....	0 12
Whitefish, per lb.	....	0 12
Smoked—		
Finnan haddie, per lb.	....	0 08
Kippers, new, box of 40	....	1 30
Bloaters, box of 60	....	1 25
Prepared—		
Cod, 1 lb. tablets, case of 20	....	2 00
Salted and Pickled—		
Herring, Holland, per keg	....	0 60
Oysters—		
Bulk, per gallon	1 70	1 75
Shell, per bbl.	8 00	8 50

WINNIPEG.

FISH—Fresh halibut has advanced 1 cent per lb., and trade is fair. There is now considerable western poultry on the market.

Fresh salmon	....	0 16
Fresh halibut	....	0 10
Steak cod, lb.	....	0 12½
Lake Winnipeg, white fish	....	0 8½
Fresh pickerel	....	0 14
Haddock, lb.	....	0 06
Market cod	....	0 10
Finnon haddie	....	0 08
Kippers, per box	....	2 00
Lake trout, per pound	....	0 12
Boaters, per box	....	1 50
Holland herring, keg	....	0 72
Labrador herring, half barrel	4 25	4 50
Salt mackerels, kit	....	2 75

SEALSHIPTICASE
SEALSHIPT
OYSTERS
Direct from the Oyster bed free from water ice or preservative
A pure food natural flavor and freshness guaranteed
SEALSHIPT OYSTER SYSTEM

The business of the "SEALSHIPT" Oyster System's Canadian Branch has been taken over by us. We can fill all orders promptly for "SEALSHIPT" Oysters or equipment.

An Eminent Scientist's View

Among the many scientists who have made a study of the bacteriological and chemical conditions of oysters, perhaps none have done so more thoroughly than Dr. Julius Nelson, Professor of Biology, Rutgers College, New Brunswick, N. J., and Biologist of New Jersey State Agricultural College Experiment Station. With his consent the following is published:—

"Oysters are a good food. Oysters come nearer in composition to cow's milk than do most other meats, as all the four kinds of nutrients needed are present in good degree. Oysters have a larger excess of the flesh building substance relative to the other constituents than milk, so we "balance the ration" by addition of starchy food and fats when eating oysters, thus securing a good meal at a cost that compares favorably with that when other meats are chosen. Oysters hsve aome special points of advantage, among which the following:—

(1) The seas salts that they contain are useful in regulating and stimulating nutritional processes.

(2) They are the tenderest of meats and easily digestible, and suitable even for persons of sedentary habits.

(3) In addition to being easily safeguarded against accidental contamination, there is no oyster parasite known, that will live in the human system.

(4) Oysters are clean feeders; they are practically confined to a selection of the beautiful little plants known as diatoms. I consider oysters a valuable and wholesome food."

After reading from such an authority, even the most timid lover of good things to eat, need not hesitate to enjoy the delicious, appetizing oyster, to the gratification of his palate and the benefit of his digestion.

As an exclusive oyster house we claim to be better equipped to serve you to your satisfaction than the ordinary source of supply. We can supply either "Coast Sealed" or "Sealshipt" oysters as you prefer. There is nothing better grown than the stock we are shipping, which is all from Northern waters and is the run of shucking from four year old stock. We solicit your enquiries.

CONNECTICUT OYSTER CO.

" Canada's Exclusive Oyster House "

50 JARVIS ST. TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 8, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ..each	0 04
100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancacke Flour per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black Currant	2 00
Red Currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

Red currant	2 00
Black Currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55

Marmalade.

Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 25
Diamond, ¼'s, 6 and 12-lb. boxes	0 26
Icings for Cake—	
Chocolate, white, pink, lemon orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz.	0 90
Chocolate Confections—per lb.	
Maple buds, 5-lb. boxes	0 37
Milk medallions, 5-lb. bxs.	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 26
Nonpareil wafers, No. 1, 5-lb. boxes	0 31
Nonpareil Wafers, No. 2, 5-lb. boxes	0 26
Chocolate ginger, 5-lb. bxs.	0 31
Milk chocolate wafers, 5-lb. boxes	0 37
Coffee drops, 5-lb. boxes	0 37
Lunch bars, 5-lb. boxes	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box.	1 36
Royal Milk Chocolate. 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 5c bars, 24 bars, per box	0 85
Almond nut bars, 4 bars, per box	0 85

EPPS'S.

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau Montreal; J. W. Gorham & Co., Halifax, N. S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	6 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s	0 26
" Vanilla sticks, per grs.	1 00
" Diamond chocolate, ½s.	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 34c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; Cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 21c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal

Melagama Tea and Coffee

If one could have taken a vote to ascertain the popularity of Teas and Coffees in the taste of Exhibition visitors, it is safe to venture the assertion that "Melagama" would have polled the majority. And the taste of Exhibition visitors is representative of the taste of the Nation.

cup of tea or coffee there served, and manifesting the deepest interest in the explanation of those in charge of the Exhibit, that 225 cups of excellent tea can be made from a 10c pound package of "Melagama," or that 50 cups of most delightful Coffee are guaranteed from every

important and profitable one, and for that reason they exercise extreme care in the selection of brands. It is, therefore, a most significant fact that "Melagama" is always first in the mind of the dealer.

Many visiting grocers to the Exhibition

For many years "Melagama" has been the synonym of Highest Quality and Absolute Purity in Teas and Coffees, and the favorite in households throughout Canada and across the boundary.

And as the years have passed "Melagama" Teas and Coffees have gained more and more in public favor, until to-day they rank foremost in public esteem.

This was well evidenced by the constant crowds that attended the Melagama booth at the Exhibition, enjoying immensely a

40c pound of "Melagama" Coffee. And numerous were the sample packages that could be seen being carried home.

Among the Trade "Melagama" Teas and Coffees have become a well established leader. In fact there is being evidenced a marked preference for "Melagama" lines, because of the easy sale, created by the extensive advertising and superior quality of "Melagama."

Retail merchants have learned that their Tea and Coffee Department is both an

made their city headquarters at the spacious, comfortable offices of Minto Brothers, 45 East Front St., Toronto, proprietors of "Melagama" Tea and Coffee, and expressed their keen enjoyment and appreciation of the courteous, considerate treatment there afforded them. Many very handsome orders for present and future shipment were placed with Minto Bros. by visiting dealers during the Exhibition.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case.
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 doz.	5 40
Gold Seal Brand, ea. 4 doz.	5 25
Mayflower Brand, ea. 4 doz.	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz.	4 75
Clover Brand, ea. 4 doz.	4 75
Evaporated (Unsweetened)—	
St. Charles Brand, small, ea. 4 dozen	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz.	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 dozen	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, ea. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50lb. case.

Terms—Net 30 days prepaid.

FLAVORING EXTRACTS.
SHIRRIFF'S

Quintessential.

1 oz. (all flavors) doz.	1 05
2 oz. (all flavors) doz.	2 00
2½ oz. (all flavors) doz.	2 30
4 oz. (all flavors doz.	3 50
5 oz. (all flavors) doz.	4 50
8 oz. (all flavors) doz.	6 50
16 oz. (all flavors) doz.	12 00
32 oz. (all flavors) doz.	22 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottles (retail at 50c)	4 50
4 oz. bottles (retail at 90)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS

IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ⅓ doz. in case	6 50

LAPORTE, MARTIN, LIMITEE.
Montreal Agencies.

BASIN DE VICHY WATERS.

L'Admirable, 50 qts., cs.	5 00

VICHY LEMONADES.

La Savoureuse Champenoise Cork 50 qts., cs.	8 00
50 pts., cs.	5 00
La Savoureuse "Claret Brown." 100 pts., cs.	9 00
St. Nicholas Champenoise Corks. 50 qts., cs.	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. Olive Oil. Cs. 25 11 lb. bars, lb.	0 08½
Cs. 200 3½ lb. pieces, cs.	4 00
Cs. 12 3 lb. bars, lb.	0 10½
Cs. 50 ¾ lb. pieces, cs.	3 75
Cs. 50 1 lb. sq. pieces, cs.	4 50
Cs. 50 1 lb. long pieces, cs	4 50
Cs. 200 300 grs. pieces, cs	12 00
Cs. 100 300 grs. pieces, cs	6 00
Cs. 200 200 grs. pieces, cs	7 50

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals. Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple Juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 90

Motts Golden Russett—

Sparkling Cider, 12 qts.	4 50
Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 sp.	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal.

Imported Peas "Soleil"

	Per case
Extra Fins, 50 1 kilo	14 50
Extra Fins, 100 ½ kilo	15 00
Tres Fins, 100 ½ kilo	13 50
Fins, 100 ½ kilo	11 50
Mi-Fins, 100 ½ kilo	11 00
Moyens No. 2 100 ½ kilo	9 50
Moyens No. 3, 100 ½ kilo	9 00
Fins 1 Frs Petit & Cie, 100 ½ kilo	10 00
Moyens, 1 Frs. Petit & Cie, 100 ½ kilo	7 50

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25
Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ⅛ gal.	2 60

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases, 4 doz. each, flats, per case	5 40
Cases, 4 doz each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD

COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases, 3 lbs., 20 to case.	0 11¼
Cases, 5 lbs., 12 to case.	0 11⅛
Cases, 10 lbs., 6 to case.	0 11

F.O.B. Montreal.

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45
	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

VERMICELLI AND MACARONI

C. H. CATELLI CO., LIMITED.

Hirondelle Brand

	1 lb. pkgs.	Loose
Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs. cases	7	6½
Egg noodles, case 10 lbs. loose; case 60 pkgs, ½ lb. each	7½	7

Marguerite Brand.

Same assortment as above	6½	6
Egg noodles in 10 lb. cases, loose, in 60 pkgs., ½ lb. each	7	6½

Catelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lbs. (loose)		5½
30 lb. cases, 1. lb. packages		6

Terms, Net 30 days.

D. SPINELLI CO., Registered.

Globe Brand.

Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Alphabets 30 lb. case	7	6½

Spinelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lb. cases (loose)		5½
30 lb. cases, 1 lb. pkgs.		6

Terms—Net, 30 days.

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 90

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5.00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 50
1 gall., doz.	19 20
1-16 gall., gross lot	20 00

Yelling Certainly Attracts Attention

BUT YOU MUST ACT AS WELL AS YELL

No spieler methods of attracting attention will be resultful in putting your goods on the Western market unless you are prepared to follow up your efforts with a personal man to man campaign. This means you must keep the territory covered constantly, regularly. Put your products in our hands, Mr. Manufacturer, and let us handle your Western accounts. Our large and efficient staff covers the ground regularly. Our five large warehouses situated at the central Western distributing points are at your service.

Let us know your lines

Nicholson & Bain

WHOLESALE COMMISSION MERCHANTS AND BROKERS

Winnipeg, Manitoba

Branches: REGINA, SASKATOON, EDMONTON, CALGARY, LETHBRIDGE

Fresh Pork Sausages

September marks the opening of the Sausage Season. Cooler weather and renewed work demand something tasty for breakfast.

Nothing can be more so or more ecomonical than Fearman's Star Brand Fresh Pork Sausages.

Let us book you for a regular daily or weekly shipment.

F. W. FEARMAN CO.
LIMITED
HAMILTON
Established 1854

For 30 Years

Mince Meat and Wethey's have gone hand in hand.

To-day

the two are so intermixed that it is impossible to separate them.

You need mince meat this fall, and if you want **the best** you will insist on

Whethey's

Ask your jobber, or write us.

J. H. Wethey, Limited
ST. CATHARINES, CANADA

THE FAMOUS
GEORGIAN BAY APPLES

BEAVER BRAND

We are again packing this well known Brand of reliable apples. We can now quote you Fall Apples in less than car lots.

WINTER APPLES

We are now in a position to quote prices on car lots or less for fall shipments. We are again putting up Beaver Brand Evaporated Apples.
Write for prices.

ELLIS BROS.
Wholesale Fruit and Produce
MEAFORD, ONT.

APPLES

Before purchasing write for our quotations on the famous **Georgian Bay** apples. We will be packing from five to ten thousand barrels.

LEMON BROS.
Owen Sound, Ontario

In an Ontario Retail Store

it's first grade quality that sells—there is only a very limited trade for second or third grade goods.

"St Nicholas"

is the first grade of all the Lemons.

J. J. McCABE
Agent
Toronto, Ont.

CHOICE ONTARIO APPLES

In car lots, packed in barrels or boxes, straight or assorted varieties. Guaranteed full Government standard.
Fruit all grown in our own orchards and packed in our own packing house at Waterdown, Ontario.

WRITE FOR PRICES

We also want a good connection in every town or city to take orders for Xmas box apples, delivered to any address in Great Britain or Ireland. Liberal commission.
Choice evaporated apples always on hand from our own evaporators.

THE WENTWORTH ORCHARD CO., LIMITED
Dundas, Ontario

Kindly mention this paper when writing advertisers.

Elgin Brand

Meats, Dairy Products, Selected Eggs

We have produce-buying facilities which warrant us making the statement that we are in a position to offer the grocers values in all kinds of cured meats, dairy products, and eggs, second to none.
Our products are all carefully selected, meats are well cured, and will appeal to the best trade.
A Post Card Order Book will be sent on request.
We solicit your cold storage consignments.

The St. Thomas Packing Co.
LIMITED

Pork Packers and Provision Merchants. Dealers in Butter, Eggs and Cheese.

ST. THOMAS, ONT.

Wholesale Branches at Windsor and London, Ont.
Let us send you one of our Post Card Order Books.

Canadian Crawford Peaches

in abundance

Place
Your
Preserving
Order
Now

WHITE & CO., LIMITED

Wholesale Fruit and Fish

TORONTO HAMILTON

FINEST CRAWFORD PEACHES

Let us look after your preserving orders. We will fill with the very finest fresh fruit, guaranteed to please your trade.

All other varieties of Domestic Fruits of the finest quality at fair prices.

The House of Quality.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY

BUY

"Redona" and "Matador"

SHELLED

ALMONDS

The most popular amongst the Grocery and Confectionery Trades

COSMELLI & COMPANY

Packers and Shippers of the well-known Red "C" and Red "B" Fruit Pulps.

Monument Buildings, London, England

HOLDS EVERY SIZE BAG FROM ¼ TO 10 LBS.

hangs right above the counter ready for use. Saves time, space and waste in bags. **No hole punching** or any extra trouble whatsoever, simply lay the bags in their respective compartments. Quicker service a certainty. No up-to-date store should be without one.

Selling Agents for Canada:
KILGOUR BROS.
21-3 Wellington St. W., Toronto

O. P. McGREGOR
Patentee and Manufacturer
411 Spadina Ave., Toronto

John Gray & Co., Limited

Glasgow Scotland

1 lb. Floral Glass

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn, 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 47 Wellington St. East; Ottawa, E. M. Lerner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.

Those Who Know
Cane's Washboards
Always Specify Them

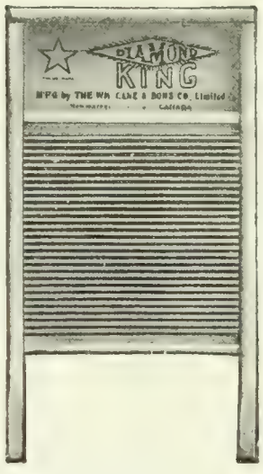
Because They are Right in Price and Give the Best Service

Cane's Washboards stand in a class by themselves for neat construction, quality and durability, and pay an attractive profit.

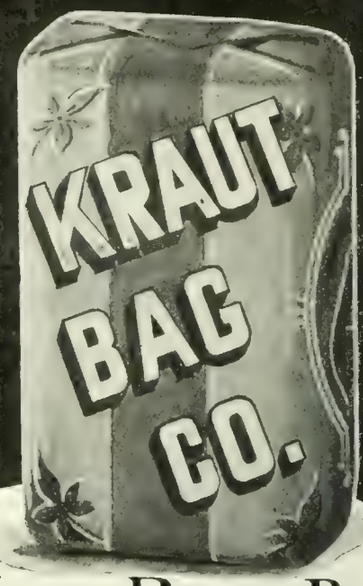
Among the 13 different styles and grades you will have one to meet every demand.

If you haven't our catalog on "Cane's" Wash-day woodenware, we will be pleased to send you one.

WM. CANE & SONS CO.
LIMITED
NEWMARKET, ONT.



TO THE COFFEE & TEA TRADE



Use Fancy Paper Bags
Adolph Kraut Co.
57 Warren St. New York.

Rock City Tobacco Lines Sell Themselves

"MASTER MASON"

Cut Plug Tobacco—Cut from our original "American Navy" Plug. A cool and most fragrant smoke.

"ROSE QUESNEL"

Smoking Tobacco — A really GOOD CANADIAN Smoking Tobacco. Sweet —Fragrant—Pure.

"KING GEORGE"

Navy Plug Chewing Tobacco—In a class by itself. Delicious and non-irritating.

All Three have enviable record for QUALITY.

Dealers handling these "Leaders" are not left to move the goods from their shelves by their own efforts.

These lines are extensively advertised—customers come in CONVINCED—selling is easy work for yourself and clerks.

Rock City Tobacco Co., Ltd.
QUEBEC

Tea Hints for Retailers

By John H. Blake

This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects:

The Tea Gardens of the World
Tea from Seed to Leaf
Tea from Leaf to Cup
The Tea Marts of the Orient
How to Test Teas
Where to Buy Teas
Is it Wise to Place an Importation Order?
Bulk versus Package Teas
HOW TO ESTABLISH A TEA TRADE
Tea Blending

(275 pages) (24 full-page Illustrations)

Sent to any address on receipt of $2.00

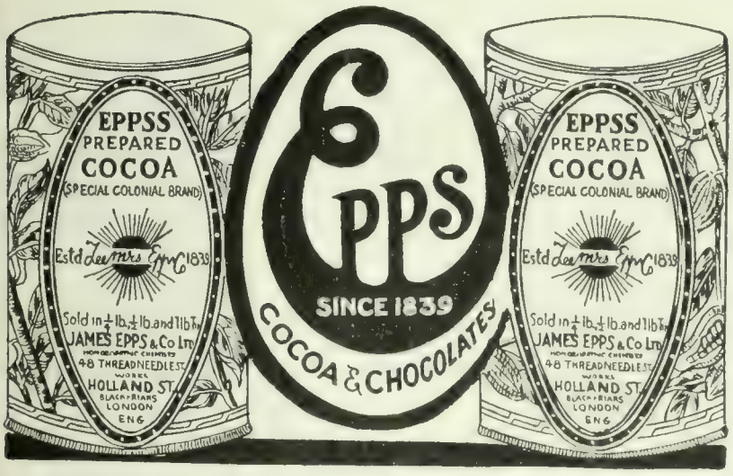
MacLean Publishing Company
(Technical Book Department)
143-149 University Ave., TORONTO

The Golden Rule for satisfied customers is, – "something exceptionally good at a moderate price."

There you have the whole secret of the popularity of

Chase & Sanborn's

Coffees



EPPS COCOA

"THE BEST EVER SINCE 1839"

EPPS COCOA IS MADE FROM THE FINEST SELECTED COCOA BEANS AND BY OUR SPECIAL PROCESS THE HIGHLY NUTRITIOUS BUTTER OR OIL CONTAINED IN THE NATURAL COCOA IS MADE SOLUBLE AND EASY FOR DIGESTION.

We have just received a supply of most attractive advertising matter and samples.

Write to-day—for YOUR share.

SAMPLES AND SPECIAL ADVERTISING FREE

JAMES EPPS & CO., Limited, LONDON, ENG.

25 East Front Street Toronto

COOK'S FRIEND BAKING POWDER

on the market for over 50 years. Only best quality ingredients used—**contains no alum.**

If you want your customers to come back and send their friends, give **Cook's Friend** all the prominence you can.

Ask Your Wholesaler

W. D. McLaren, Ltd., Montreal

LEITCH ANCHOR BRAND OAK LAKE

Every Pound of Anchor Brand Flour

has character in every ounce

because extreme care, watchfulness, ability, integrity, the most modern equipment and only the choicest Western Spring Wheats form the complement that obtains the highest possible quality every day in the year.

The most searching analysis and tests make uniformity certain.

As rapidly as people learn all the facts about **Anchor Brand Flour**, they are satisfied only with this Brand.

Anchor Brand Flour is better because the trouble and expense are taken to make it better.

Standard Prices—Worth More.

Free samples for Missourians will be sent to Dealers and Bakers for distribution.

Leitch Brothers' Flour Mills, Ltd.

Oak Lake,, Manitoba

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

When Washing

the housewife knows that Young-Thomas soap products produce best results,

this is why dealers who handle these lines have such large returns. Soaps made to fill every requirement.

"PURITY" LAUNDRY SOAP, a cake soap for those who prefer soap in the lump form. Gives splendid satisfaction.

"YOUNG-TOM" WASHING POWER for washing clothes, floors, dishes, windows, etc., performs a maximum of service with minimum labor. It does not injure the hands.

UNCLE TOM TAR SOAP A perfect shampoo soap and a boon to roughened complexions and hands. Fragrant and soothing. A most pleasing adjunct to the bath.

GLYCERINE PUMICE, a soap which thoroughly cleanses the hands without injury to the skin.

PURE OLIVE OIL SOAP. The purest soap made. A splendid cleanser and a toilet delight for particular people. Wash the Baby with Pure Olive Oil Soap.

We also make Liquid Olive Oil Soap, Liquid Olive Oil Shampoo, and Liquid Tar Shampoo.

GET OUR PRICES.

Young-Thomas Soap Co., Ltd.

Regina, Sask.

We have them

Giant

Prince

Globe

Beaver

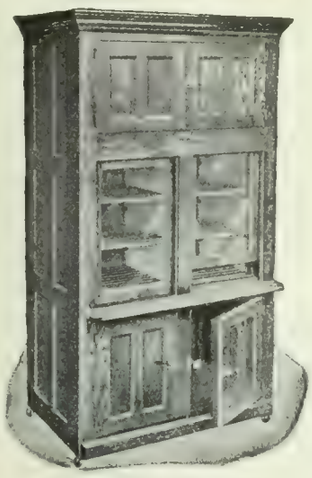
Fruit Jar Rings

Quality Guaranteed

Walter Woods & Co.

HAMILTON and WINNIPEG

How much of your stock goes to waste every summer ?



Avoid this waste and unnecessary loss by installing the perfect refrigerator—**The Eureka.** In one or two seasons the saving alone will pay for the original cost of the refrigerator.

The **Eureka** is built on the most modern principles of cold, dry air circulation. No zinc or galvanized iron lining to rust and corrode.

Every **Eureka Refrigerator** is built on the experience and perfection of over 27 years.

Get our catalog and prices before buying.

Eureka Refrigerator Co., Ltd.
54 Noble Street, Toronto

Montreal Representative:
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO., Winnipeg.
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon.

Imported Biscuits

There are THREE ESSENTIALS in purchasing imported biscuits;—

Quality
Freshness
Service

Our quality is the finest.
Our tins are hermetically sealed.
Our agents are progressive and obliging.

McVitie & Price, Limited
Biscuit Manufacturers
EDINBURGH (SCOTLAND)

AGENTS:

Manitoba and Saskatchewan.
RICHARDS & BROWN, James Street, WINNIPEG

Alberta
CAMPBELL, WILSON & HORNE, Limited, Calgary, Edmonton and Lethbridge.

British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St., VANCOUVER.

PURITY SALT

"The Salt That Satisfies"

It gives entire satisfaction throughout the year to all its users. It is rightly named because it consists exclusively of fine, dry, even crystals, refined and purified at a saltern of most up-to-the-minute equipment.
The salt for all household purposes—"Purity."

The WESTERN SALT CO., Limited
COURTRIGHT, ONTARIO

Litster Goods

are made good enough to guarantee. They recommend themselves and sell themselves wherever introduced. Is the best any too good for your trade?

Litster Pure Food Co., Limited
TORONTO

"SHELL" BRAND
Castile Soap
("LA COQUILLE")

The Standard of Purity
A Pure Oil Soap

Has the largest sale of any Castile Soap in the Dominion.

For sale by all wholesale houses

THIS SOAP IS ESPECIALLY MANUFACTURED BY

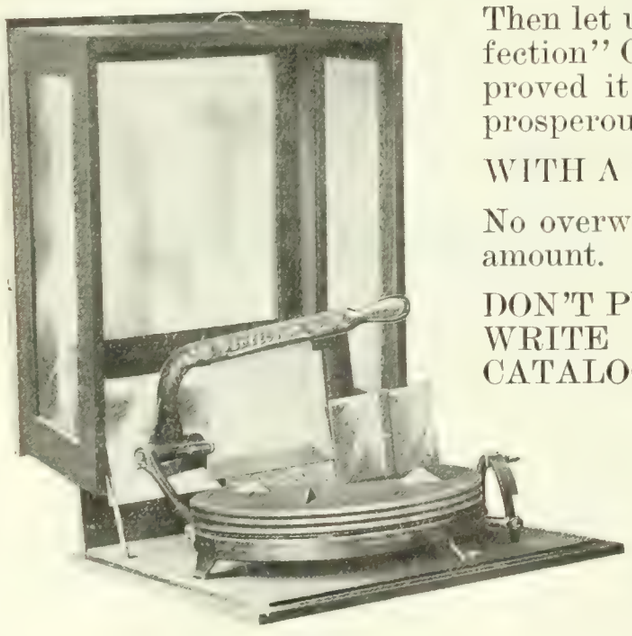
Messrs. COURET FRERES, MARSEILLES, FRANCE

For Messrs. ESTRINE & CO.

P. L. MASON & CO., Toronto, General Agents

This PERFECTION Cheese Cutter will eventually PAY for ITSELF

Are You Cutting Your Cheese The Old Way?



Then let us prove that what we say about the "Perfection" Computing Cheese Cutter is true. We have proved it to the satisfaction of hundreds of other prosperous merchants. We can do so for you.

WITH A "Perfection" PROFITS ARE ASSURED.

No overweight — no underweights — just the exact amount. Protects both merchant and customer.

DON'T PUT IT OFF UNTIL TO-MORROW, BUT WRITE TO-DAY FOR OUR DESCRIPTIVE CATALOGUE AND PRICE LIST.

American Computing Co. of Canada

Hamilton **Canada**

Finest Quality — Whittemore's Shoe Polishes — Largest Variety

Oldest and Largest Manufacturers of Shoe Polishes in the World

"**GILT EDGE**" Oil Polish. The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. Largest quantity. Finest quality. Polishes without rubbing. Retails 25c.

"**BULLY SHINE.**" A waterproof paste polish for all kinds of black shoes and old rubbers. Blacks, polishes, softens and preserves. Contains oil and waxes to polish and preserve the leather. Also Russet Bully Shine for tan leathers. Large tin boxes. Boxes open with a key. Retails 10c.

"**SUPERB**" (a paste) for polishing Patent and Shiny Leather Boots and all Shiny Leather Articles. Boxes open with a coin. Retails 10c.

"**DANDY**" **COMBINATION.** For cleansing and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. Retails 25c. "Star" russet combination (10c size). Russet, Brown and Ox Blood Pastes (5 sizes of each color).

"**ELITE**" **COMBINATION.** For those who take pride in having their shoes look A1. Restores color and lustre to all black shoes. Retails 25c. "**BABY ELITE**" **COMBINATION** (10c size). "**ELITE**" **PASTE** in 5 sizes.

"**BOSTON**" **WATERPROOF POLISH.** A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Retails 25c.

Send for circulars giving full particulars of our other Polishes to WHITTEMORE BROS. & CO., Boston, Mass., U.S.A. For sale by the Shoe Findings and Shoe Jobbing Trades of all Canada.

THE NAME "FAIRBANK" MEANS SOAP SURETY

FAIRY SOAP

When we tell you that you can depend on FAIRY SOAP as a lively steady seller, sure to satisfy your customers, it's because we know positively that the white, sweet, floating oval cake is the BEST soap a nickel ever bought, and because YOUR CUSTOMERS know it.

We've advertised FAIRY SOAP so extensively that the slogan "Have you a little 'Fairy' in your home?" stands for the "BEST SOAP I CAN BUY" in the minds of women everywhere.

Be sure FAIRY SOAP is prominently displayed—it sells on sight.

"HAVE YOU A LITTLE FAIRY IN YOUR HOME?"

The N. K. Fairbank Company,
LIMITED, - - MONTREAL

Sardines with the real sea flavor

"KING OSCAR"

By Special Royal Permission

From the moment the sardine is taken from the water until it is packed in hermetically sealed tins it goes through its several operations in the utmost cleanliness, and so quickly that it still retains its true sea flavor. Being packed in the finest quality olive oil it retains this flavor.

"KING OSCAR" Sardines represent the most tasty and nutritious fish produced on the market to-day.

Get them from wholesalers.

CANADIAN AGENTS:

J. W. Bickle & Greening

(J. A. Henderson)

Hamilton, Ontario

THE

British Columbian Fisheries, Limited

Salmon Packers

SALMON BRANDS:—
"Location"
"Dreadnaught"
"Aliford Bay"

FRESH FISH

FISHING STATIONS:—
Skidegate
Aliford Bay
Cumshewa

Manufacturers of FISHMEAL, FERTILIZER, and SKIDEGATE DOG FISH OIL and RAT FISH OILS

OFFICES—
Bank of Ottawa Building, VANCOUVER
25 Victoria St., LONDON, ENG.

Telegrams "Fishfoods" Vancouver

Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 doz. in case	$3.60
Princess Condensed Milk, 4 doz. in case	$4.50
Banner Condensed Milk, 4 doz. in case	$5.25

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East or Halifax. We will prepay freight up to 50c. per 100 lbs.

J. MALCOM & SON
St. George, Ontario

The Sauce That Adds That Appetizing Deliciousness to Steaks, Meats, Fish or Fowl.

The **Sauce** that makes the people want more.

The **Sauce** that has a big sale and pays a good profit is

PATERSON'S WORCESTERSHIRE SAUCE

ROWAT & CO.
GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

Pacific Coast Halibut and Salmon

FRESH AND FROZEN

Order your Pacific Coast Frozen Halibut and Salmon for next Winter's requirements from

The Canadian Fishing Company, Limited

VANCOUVER, BRITISH COLUMBIA

Write for prices and information.

We produce and ship all kinds of Pacific Coast Fish—Fresh—Frozen —Salt—and Smoked.

Quality and Service Unsurpassed

MATCHLESS

LIQUID GLOSS

Customers come back again and again with "repeat" orders for Matchless Liquid Gloss. They find so many uses for it.

Cleans and disinfects as well as polishes.

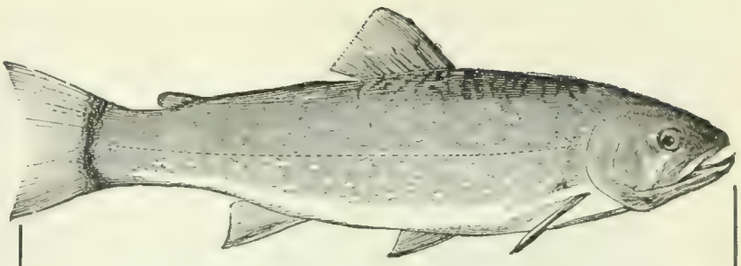
Unequalled for furniture, pianos, hardwood floors (unwaxed), and all finished woodwork, as well as for linoleums and oilcloths.

Splendid, too, for renovating automobiles and carriage bodies.

Put up in handsome lithographed tins; also in half-barrels and barrels. Write to any of our agencies.

The Imperial Oil Co., Limited

Toronto Winnipeg Montreal
St. John Halifax



A Fish 5 Minutes From the Water

cannot have a more real sea flavor than do the **Brunswick Brand Sea Foods.** The flavor is retained by the employment of the latest and most modern methods of preparing and packing—immediately after the fish comes from the water.

Brunswick Brand Sardines in oil, one of our leaders, is holding the foremost place among Canadian packed sardines. They sell at a moderate price and pay a good profit.

Our years of experience and large modern factories enable us to turn out sea foods as nearly perfect as can be made.

Our supplies are the choice of fishermen's catches, caught in the neighborhood of our factories.

Known and appreciated all over Canada.

OUR CHIEF SELLERS

¼ Oil Sardines
⅜ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams
Scallops

CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

AGENTS:—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

Increase Your Salary

Do you wish to make from $10.00 to $50.00 in addition to your present monthly income?

By devoting your spare hours to our work you can easily do so.

We have hundreds of energetic young men throughout Canada making big money taking subscriptions for MacLean's Magazine.

Many of these commission men join our regular sales force at a high salary.

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MacLean Publishing
COMPANY

143-149 University Ave., TORONTO, ONT.

MASON'S 'O.K.' SAUCE

THE ORIGINAL

As purveyed by appointment to the House of Lords. As supplied to the House of Commons, H.M. Navy & Army, Government Offices and the Leading Hotels and Caterers throughout the World.

CAUTION — No connection with any firm or company trading in a similar name.

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An introductory size and a certain leader to the larger size. Price **10cts.**

Sole Manufacturers:
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Every dealer knows that these two words represent the finest grade Scotch Whisky made. They represent good round profits and perfect satisfaction to the consumer. McCallum's "Perfection Scotch" wins friends everywhere.

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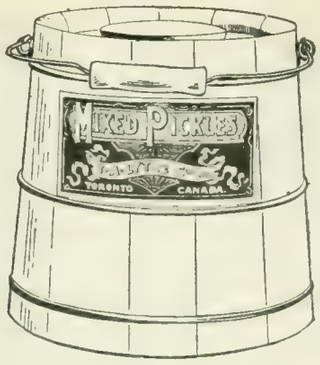

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Whether pickles are sold in bulk or bottles, QUALITY is the main consideration.
In LYTLE'S BULK PICKLES will be found a quality and distinctive deliciousness unequalled by any other bulk pickles. Quotations on application.
Sour, Mixed and Sweet in 1's, 2's, 3's, 5's and 10-gal. pails.
If you want bottled goods insist on getting the STERLING BRAND.

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(Hirondelle)

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There's Worth in Quality

The "Swallow" Brand proves the worth of its quality. Manufactured with the best quality of Canadian Flour, in the best equipped mills, and under the management of experts, it fears no competition as to quality and freshness from the imported article.

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LIKED EVERYWHERE

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Fined!!!

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Hugman's Spices
are perfectly pure

We never put up the adulterated article. We are fighting for absolute purity all the time.

Let us have your orders for

PICKLING SPICES

and you'll find a way out of the fining trouble.

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Montreal

Dust on The Floor Means Dust on The Sunbeam. That Means Dust all Over.

Keep the Dust Down by Using

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After you find how nicely it works, tell your Customers all about it.

For Attractiveness of Tin and Quality of Powder You Can't Beat ANTI-DUST.

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SALES MANAGER WANTED—IMPORTING house with exclusive lines for Canada have a good opening for a man who can take charge of the business and invest from $1,500 to $2,000. We have the samples and the goods which will sell. If you think you can qualify for the position let us hear from you. Address in first instance to Box No. 493, Canadian Grocer, 143 University Ave., Toronto.

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BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro', Ont., solicits your orders.

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THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. tf

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

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EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

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FIRE INSURANCE, INSURE IN THE HARTFORD. Agencies everywhere in Canada. THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice street, Toronto.

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada. WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

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inquires for a flavor, suggest

MAPLEINE

It's pure and good—when once tried it is always used.

Order of Your Jobber, or Frederick E. Robson & Co., 25 Front St. E., Toronto, Ontario.
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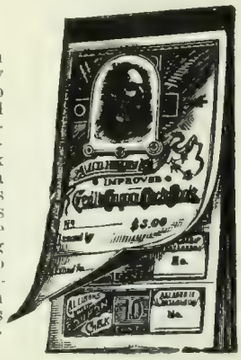
The Crescent Mfg. Co.
SEATTLE, - WASH.

Good Retail Business for Sale

An excellent opportunity for a first-class retail merchant in one of the most rapidly growing towns of Southern Saskatchewan. A general stock of approximately $21,000.00, well assorted and in first-class condition. Five years' lease. Full particulars as to stock, sales and location can be obtained by communicating with the undersigned. That this business is on the market at the present time is due to under-capitalization.

The Canadian Credit Men's Trust Association Limited, Assignee
502-504 Leader Building, Regina, Sask.

Allison Coupon Books Minimize the Risk of Loss on Credit Accounts



—and bring in the money QUICKER—two mighty good arguments. Installing the Allison Coupon Book System in a store that has credit customers gives the same result as adding more capital to the business—and Allison Coupon Books cost almost nothing.

HERE'S HOW THEY WORK

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no disputes, no errors, no time wasted.

For Sale Everywhere by Jobbers.

Manufactured by
ALLISON COUPON CO.,
Indianapolis, Indiana, U.S.A.

A Few Dollars More a Week

makes a big difference in your yearly income.

Have you ever thought how you might add to your weekly salary without interfering with your regular work?

Will you let us solve this problem for you?

So far this year, we have shown seventy-five enterprising and ambitious clerks how to make $5.00 a week more during their spare hours. They will each make this additional salary every week this year, and longer should they wish.

If you would like us to show you, write to-day.

This is genuine.

THE MACLEAN PUB. CO.
143-9 University Ave., Toronto

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for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
If you are interested in Irish trade.

O. E. Robinson & Co.
Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - - Ontario
Established 1886.

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

COMTE'S COFFEES
The profits please the dealer. The quality pleases the custo ers
We want more agents. Write.
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P.O. Box 2963, MONTREAL

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The Canadian Grocer is in a position to secure information on new lines in the grocery trade, and of novelties occasionally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Canadian Grocer you are entitled to this service.

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ESTD. 1825
The Original Makers of
BELFAST GINGER ALE
Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

SUCHARD'S COCOA
The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.
FRANK L. BENEDICT & CO.
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HOLLAND RUSK
a food product for all seasons. It will please your customers and build a profitable trade for you.
HOLLAND RUSK COMPANY
HOLLAND. MICH.

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QUICK
CLEAN
HANDY

TRY IT
SOLD BY ALL JOBBERS

¾-lb. tins—
3 doz. in case

ZIP HAND CLEANER
"The soap that makes the darkey hope."

Will remove the most ingrained stain and dirt, leaving a more cleanly, refreshing feeling on the skin than any preparation offered you.

ZIP PRODUCES RESULTS FOR YOU AND CONSUMER.

JUST A LITTLE BETTER THAN THE OTHER FELLOWS' BEST.
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DON'T GUESS

You cannot go on choosing your fancy biscuit stock forever. You must choose the right one some time or quit. CARR'S Biscuits have been chosen by more successful grocers more times than any other make. There must be a reason. *Put in a stock right away.*

CARR & CO. CARLISLE ENGLAND

AGENTS—Wm. H. Dunn Montreal and Toronto; Hamblin & Brereton, Limited, Winnipeg, Man., and Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.

A SLIGHT DIFFERENCE

in price on a cheap article like

SAL SODA

should not count when quality is considered

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

is the PUREST, contains LEAST MOISTURE and therefore GOES FURTHEST of any Washing Soda Sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS

MONTREAL

"Well Smith,"

"I am very much pleased that we are no longer having any trouble with breakages."

"Yes, sir, since we have started using

Thompson & Norris Cellular Board Boxes

we have cut out all this trouble and we find we can pack them much quicker than the ordinary wooden boxes, and as they come to us flat we are not piled up to the roof as we were with the old wooden kind."

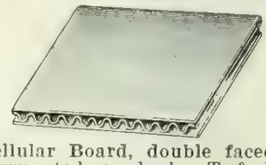
"That's splendid, Smith. Besides, these corrugated boxes are saving consignee's freight charges, and they are costing us very much less."

Every shipper who has tried the T and N Corrugated boxes has had the same experience. They can be made to suit every requirement,—shipping of glassware, bottles, groceries, etc.,—and will cost far less than a wooden box, used for the same purpose. Let us know your requirements and we will prove our statements. An investigation will cost you nothing. Send your shipping cases on at our expense.

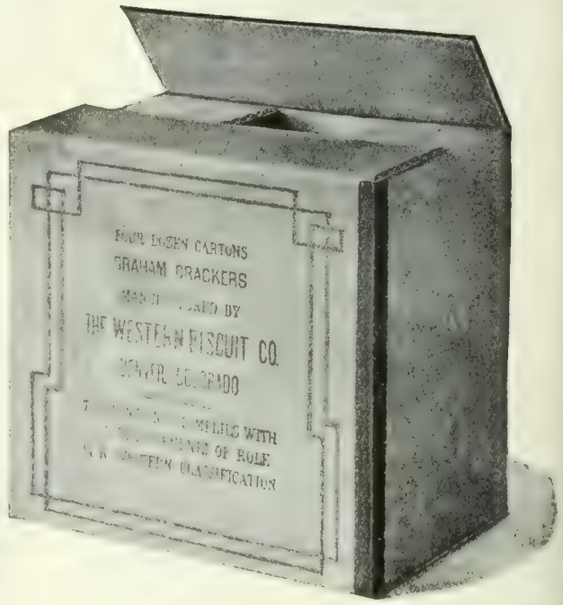
The Thompson & Norris Co. of Canada, Limited

NIAGARA FALLS, ONTARIO

Brooklyn, N.Y.; Boston, Mass.; Brookville Ind;. London, England; Julich, Germany



Cellular Board, double faced, corrugated, made by T & N special process.



The Thompson & Norris Co. of Canada, Limited, Niagara Falls, Ontario.

Send full particulars.

Name .....

Address .....

C. G.

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The Boat is Here

The heavy shipments of **Le Soleil** canned goods have arrived. They are now on the wharf, case upon case. But they won't last long. There's a big run on this popular brand—always.

Frs. Petit & Cie. have also sent along a further quantity of Petits Pois. To speak about the quality is superfluous.

1840c/s "Soleil" Petits Pois

20 cs.	Sur Extra Fins, 40 flacons	$10.00 case
100 cs.	Sur Extra Fins, 100 ½ kilo	15.50 "
60 cs.	Extra Fins, 50 1 kilo	14.50 "
160 cs.	Extra Fins, 100 ½ kilo	15.00 "
60 cs.	Tres Fins, 100 ½ kilo	13.50 "
450 cs.	Fins, 100 ½ kilo	11.50 "
350 cs.	Mi Fins, 100 ½ kilo	11.00 "
300 cs.	Moyens No. 1, 100 ½ kilo	10.00 "
100 cs.	Moyens No. 2, 100 ½ kilo	9.50 "
250 cs.	Moyens No. 3, 100 ½ kilo	9.00 "

These goods are superb and put up in attractively lithographed tins.

425c/s "FRS. PETIT & CIE." Brand Petits Pois

125 cs.	Fins, 100 ½ kilo	$10.00 case
250 cs.	Moyens, 100 ½ kilo	7.00 "

"SOLEIL" Brand VEGETABLES

Flageolets	Haricots	Cote de Celery
Spinach	Macedoines	Pieds de Celery
Artichokes	Asparagus	Brussels Sprouts

SOUPS

Chervil, Oseil, Julienne, Nouvelle ou Printaniere, Tomatoes.

For attractive window displays use the Soleil tin. It gives the window a sunny appearance.

Write, Phone, Wire.

Laporte, Martin, Limitee

568 St. Paul St., - Montreal

Telephone Main 3766

A Waldorf Flower Stand

"In one of the great halls of the Waldorf-Astoria Hotel in New York, stands a flower booth so small that its keeper has scarcely room to move about. For this he pays $10,000 a year rent. Two blocks away, where 50 times as many people pass, he could hire a store five times as large at half the rent.

Now, why is this stand in the Waldorf worth so much more to him than the store only two blocks away? SIMPLY BECAUSE THE WALDORF ITSELF INTRODUCES THIS TINY FLORIST STAND TO A SELECT GROUP OF PURCHASERS. Everybody there who looks at the flowers can afford to buy, and a large portion do buy generously; while thousands of people who never think of buying an orchid are hurrying down the street, two blocks away."—Conde Nast.

Now, you, Mr. Manufacturer, just as the flower vendor, CAN STAND ON THE CURB, so to speak, and solicit every miscellaneous passer-by, or you CAN UTILIZE some means that will automatically sift out for you the never-coulds and never-woulds from the possible buyers.

Canadian Grocer is the Waldorf for the manufacturer and wholesaler of foodstuffs and grocers' sundries. Canadian Grocer is the device THAT PICKS OUT THE ORCHID BUYERS, as it were, from the mass that tramp the street.

When you are locating an orchid stand the place to locate is the Waldorf, the leading hotel, not in the shop two blocks away.

When you are locating your advertising the place to locate is in Canadian Grocer, Canada's only weekly grocery paper, the paper that reaches the buyers of the class you want to reach, when they are in the mood to buy. Locate in Canadian Grocer and thus ensure getting a Waldorf stand.

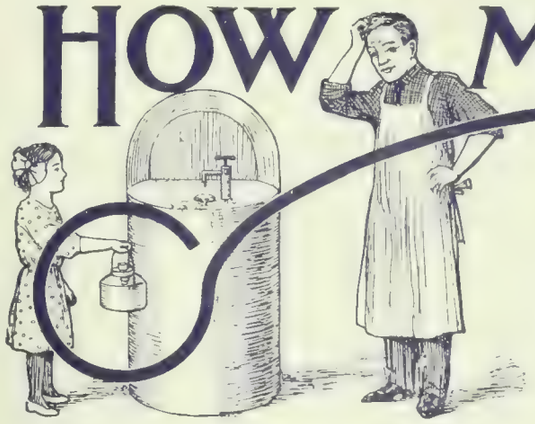
Rates and particulars may be had by dropping a line to

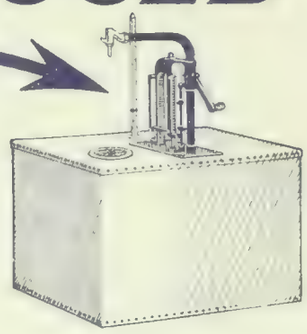
Canadian Grocer

143 University Avenue

TORONTO, ONTARIO

HOW MUCH SHOULD you charge her?





When customers want you to fill odd measures with oil you don't know exactly what to charge unless you have a BOWSER SELF-MEASURING OIL TANK. You may guess high and lose their trade or guess low and lose your profit. Get a BOWSER OUTFIT and cut the guesswork. Make a profit every time you sell oil, have a clean store, avoid loss of oil and damage to other goods. "Cut out the dripping and keep all the profits." The BOWSER is equipped with a float gauge which shows how much oil you sell and how much is left in your tank. It is in plain sight and can be read 20 feet away from the tank. It also has an automatic cut-off that stops the flow of oil as soon as you cease to pump and prevents dripping. Send a postal card for our FREE BOOK, telling how to MAKE MONEY out of oil.

S. F. BOWSER & COMPANY, Inc.

66-68 Frazer Avenue - Toronto, Ont., Canada

Made by Canadian Workmen and Sold by Canadian Salesmen. Sales Offices in all Centres and Representatives Everywhere.

Original patentees and manufacturers of standard, self-measuring hand and power driven pumps, large and small tanks, gasolene and oil storage and distributing systems, oil filtering and circulating systems, dry cleaner's systems, etc.

Established 1885.

Sanitary Cans

"The Can of Quality"

Tomatoes, Peaches, Pears, Plums, Apples.

Enamel Lined Cans for Strawberries, Raspberries, Beets.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

SEE THAT YOU GET THE
FLOUR YOU ASK FOR

Ask your jobber or write our nearest office.

LAKE OF THE WOODS MILLING COMPANY, LIMITED

Montreal Ottawa Toronto London St. John Keewatin Winnipeg Vancouver

"The House of Character" *Capacity 11,500 bbls.*

THIS IS THE 1,345th ISSUE OF

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII. PUBLICATION OFFICE: TORONTO, SEPTEMBER 19, 1913 No. 38

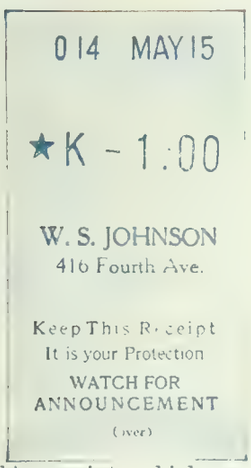
The Grocer Gets His Money

When the Customer Gets a Receipt

The "Get a Receipt" plan compels the giving of a correctly printed receipt to the customer, which means that there are corresponding and unchangeable records inside the register for the grocer and the clerk.

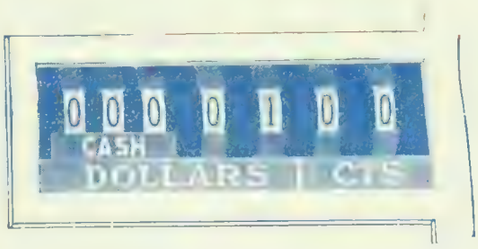
The customer's printed receipt, the clerk's receipt on the sales-strip, and the grocer's receipt on the adding wheels, are all made by the same operation of the register and therefore must be the same.

The Customer's Receipt



This receipt, which goes to the customer, is printed by the register.

The Grocer's Receipt

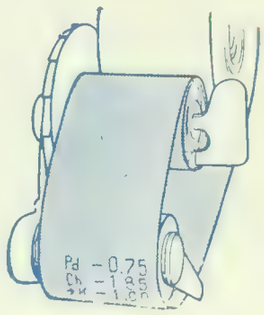


These are the adding wheels which must show the same record as the receipt. They are the merchant's receipt for a correct unchangeable record.

National Cash Registers range in price from $30 to $900.

Write for complete information about the "Get a Receipt" plan.

The Clerk's Receipt



The sales-strip, which must show the same record as the customer's receipt and the adding wheels, is the clerk's receipt for having handled the transaction correctly.

The National Cash Register Company

285 Yonge Street, Toronto

Canadian Factory, Toronto

Are you going to waste time and profits another Fall and Winter with slow-running molasses?

The Enterprise Pumps and Measuring faucets will show you a quick, profitable and cleanly way of handling syrups and molasses this coming winter. These faucets dispense entirely with the use of measures or funnels. The syrup is correctly measured and forced from the barrel into the jar or jug in lightning time.

The Enterprise Improved Patent Suction and Force Measuring Faucets

will draw a gallon of molasses in one minute in cold weather. They are absolutely accurate in measuring the amounts required and will stand the wear and tear of daily service.

The Enterprise Self-Priming and Measuring Pump

draws molasses at the rate of four revolutions to the pint. It is equipped with our new total register device which shows exactly how much has been taken out. Just put the pump in the barrel and it is ready for use.

Send for the Enterprise Catalog on Measuring Pumps, Meat and Food Choppers, Coffee Mills, Cherry Stoners, Fruit Presses, Sad Irons, Etc.

The Enterprise Mfg. Company of Philadelphia

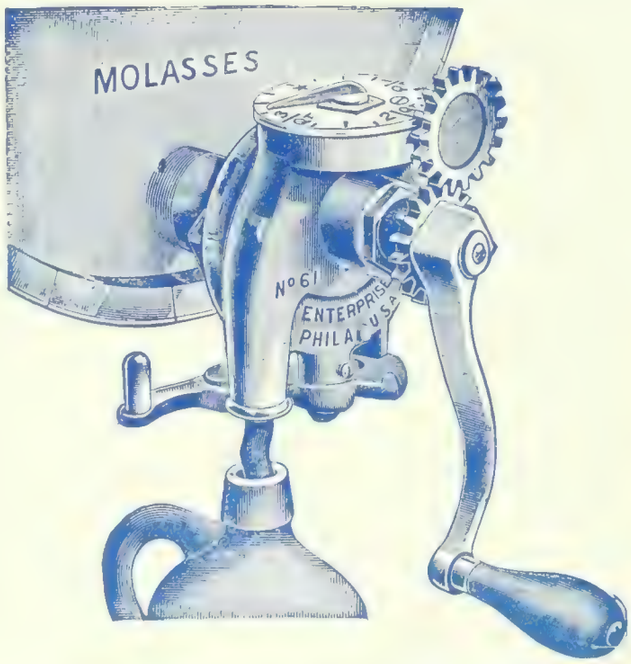
Patented Hardware Specialties

Philadelphia, U.S.A.

29 Murray Street
NEW YORK

530 Golden Gate Ave.
SAN FRANCISCO

176 North Dearborn Street
CHICAGO



IMPROVED PATENT SUCTION AND FORCE MEASURING FAUCETS

SELF-PRIMING AND MEASURING PUMP

Judicious Buyers Insist on getting these lines.

Thistle Brand Finnan Haddies

Haddies caught, cleaned, cured and packed at the water's edge, under the "Thistle" trade mark, are as true, staunch and loyal to the highest standard of quality as the old Scotch Thistle itself.
Their cleanliness is always proverbial—their flavor is fine — *they are genuine haddies always.*

Griffin & Skelley's Canned Fruits

Picked by skillful hands, chosen by ever-watchful eyes, packed in the Factory of Precision —the best that dollars and cents and brains and sense can offer particular folks.
Canned Asparagus, Apricots, Peaches, Pears, Cherries, Plums and other wanted table fruits. Quality goods!

Cox's Gelatine

The absolute purity of Cox's Gelatine makes it a standard product of world-wide fame. Whether in powdered or shredded form it is still as free from foreign substances as the clearest rock crystal from mother earth. It never disappoints—folks get what they expect and want when the buy the peer of all—Cox's.

Codou's Macaroni

Other brands of Macaroni can be substituted for Codou's, but when you do it you are not "fair to yourself"—you cheat yourself out of a woman's confidence.
There *is* no Macaroni quite as good as Codou's—quite as white, tender and delicate. Codou's Macaroni, Vermicelli, Spaghetti, fancy letters and pastes, always represent the top-notch of quality.

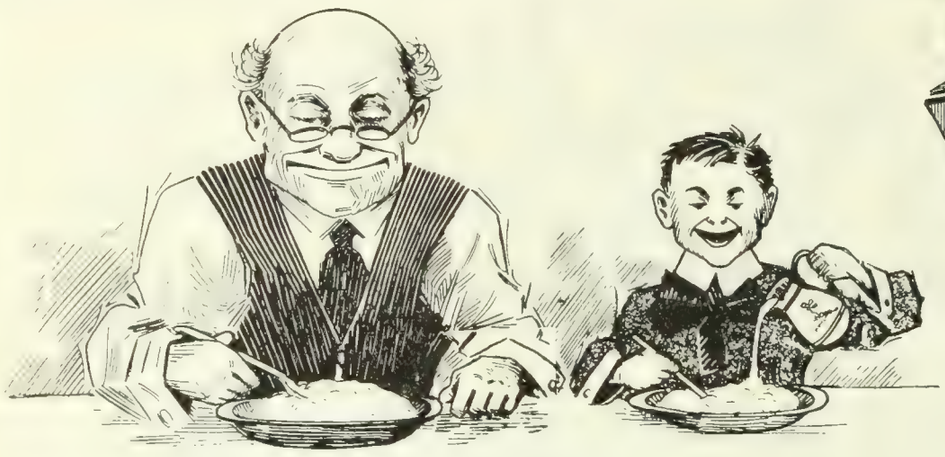
"Le Calice" Castile Soap

is as pure as pure oil and skill and experience can make it. The most sensitive complexion or most delicate lingerie is safe with "Le Calice" Soap. Antiseptic, sanitary, clean. Not a "tallow soap"—no corrupt animal fat in it. *SRS. D. LECA & CO., Sole Manufacturers, Marseilles.*

Arthur P. Tippet & Co.

Agents

Montreal *Toronto*



MOST PEOPLE WANT CANUCK ROLLED OATS FOR BREAKFAST

That is why they buy so much. They like the wholesome deliciousness of this perfectly rolled food. Canuck Oats are the nation's breakfast and a profit builder for the dealer who handles them.

Order from your wholesaler or direct.

Put up in two sizes:

Premium or 25c. size, 12 packages to the case.

Regular or 10c. size, in cases of 36 packages; or half cases of 18 packages.

The Chisholm Milling Company, Limited

Toronto

Raspberry Jam
Strawberry Jam

Etc.

Cairns' fruit products are the genuine "Old Country" quality, pure as fresh, ripe fruit, best cane sugar and unequaled facilities can make them.

There has been a shortage in the strawberry crop and to avoid disappointment, dealers should order their supply early—insist on getting **Cairns'**.

They satisfy the demand of Royalty—Why not your better trade.

Alexander Cairns & Sons

PAISLEY [redacted] SCOTLAND

Canadian Agents:

SNOWDON & EBBITT, Montreal, Quebec

Shirriff's
True Vanilla

has been the acknowledged leader among Canadian vanilla extracts for over thirty years. Its high reputation is due to its

Uniform Superior Quality

Housewives know by experience that Shirriff's True Vanilla is always reliable—that its strength, flavor and bouquet are unexcelled. They show their preferment for Shirriff's True Vanilla by buying more of it than of any other vanilla extract sold in Canada.

Shirriff's is truly Canada's leading vanilla—first in quality, first in sales. If you are not handling it, write us and we will see that you are supplied.

Imperial Extract Co.

Steiner and Matilda Streets

Toronto

¶ No hunter's kit is complete without an abundant supply of Reindeer Condensed Milk, Coffee or Cocoa.

¶ No dealer's stock is complete without a supply of Borden's Reindeer Condensed Milk, Coffee or Cocoa.

¶ For the dealer, it is not a matter of hunting, it's just in the ordering, and the dealer who orders the Borden line of quality milk products will, bag *real* profits and *good* business

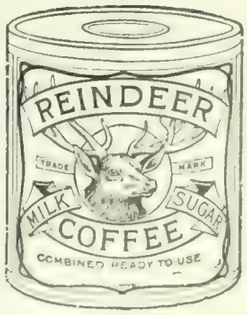
¶ The hunting season is about to begin—get ready! All sportsmen will want a supply of Borden's milk products.

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Building Vancouver, C.B.



Everybody Knows
E. D. S. Jams, Jellies, etc., by reputation.

With the extensive advertising of E. D. S. Jams, Jellies, Marmalades, Catsups, etc., throughout Canada to back you up and an attractive display of jars, bearing this well known and distinctive trade mark, to act as a suggestion, you need never fear of the results.

These quality goods are 100 per cent. pure, and have the true fresh-fruit flavor, the result of absolute cleanliness in preparation and the short space of time that elapses between the picking of the fruit and the packing.

Sort up your stock now.

Our prices can't be beaten, considering the quality. Purity of E. D. S. products is proven by Government inspection.

E. D. Smith & Son, Ltd.
WINONA, ONT.

AGENTS: NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N S.; J. GIBBS, Hamilton.

Peas that Please the Palate!

¶ Instead of selling Foreign Peas to supply the demand for finer grade peas, sell "Sweet Wrinkle" and "Early June" Brands.

¶ They are the lines that will help increase the demand for the higher grade peas and will give your customers greater satisfaction and yield you a better profit.

¶ The vivid green color, so noticeable in Foreign Peas is produced by a chemical, this not only destroys the true flavor of the peas but also is injurious to the human system.

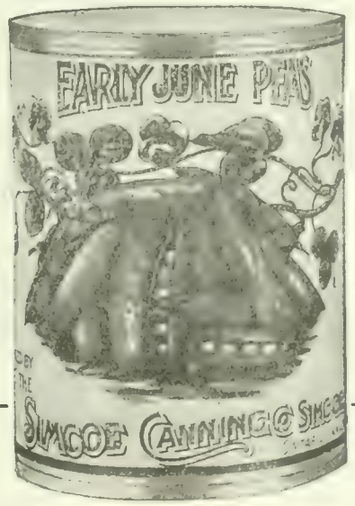
¶ Dominion Canners Peas are not adulterated in any way, no chemical coloring is used whatsoever, they retain the full natural flavor of the freshly picked and carefully selected peas being canned a few hours after they come from the vine.

¶ It will pay you well to study the "Pea Question" closely and to figure out for your own satisfaction, the larger margin of profit that will be yours if you sell the *finer grades.*

¶ If you will write us we will give you still further information on the subject of "Peas."

Dominion Canners, - Limited

Hamilton **Ontario**



Every Household and Travelling Trunk ought to contain a bottle of

ENO'S "FRUIT SALT"

A gentle natural aperient that stimulates the organs of elimination.

A delightful sparkling draught that children like, that invalids can safely take without fear of griping or weakening effects.

Travellers need this valuable preparation to prevent sea-sickness, train-sickness, and illness caused by sudden changes of water or climate.

If you suffer from Constipation, Biliousness, or Indigestion, the regular use of

ENO'S "FRUIT SALT"

will promptly correct the disorders and greatly improve your general health.

This world-famous aperient has been in use for forty years, and to-day stands unrivalled.

"It is not too much to say that its merits have been tested from Pole to Pole, and that its cosmopolitan popularity presents one of the most signal illustrations of Commercial enterprise to be found in our trading records."

Sold by Chemists and Stores throughout the World

Prepared only by

J. C. ENO, Ltd., FRUIT SALT WORKS, London, S.E.

The Brand *of* Tea *and* Coffee *that's popular throughout the* West.

Every day sees the growth in the popularity of **Royal Shield Brand** Teas and Coffees. They give universal satisfaction to both consumer and dealer, being of a delightful quality that pleases the epicure tea and coffee drinker and creates business for the grocer.

Our service is complete and at your disposal.

Campbell Bros. & Wilson, Ltd.
WINNIPEG

Campbell, Wilson & Adams, Ltd.
SASKATOON

Campbell, Wilson & Horne, Ltd.
CALGARY, EDMONTON & LETHBRIDGE

Campbell, Wilson & Strathdee, Ltd.
REGINA

WHOLESALE GROCERS and IMPORTERS

PURVEYORS OF
JAMS, JELLIES AND
CANNED ENGLISH FRUITS

TO
HIS MAJESTY
KING GEORGE V.

BY APPOINTMENT

Chivers & Sons' Fruit Preserves

have a flavour that is unequalled, being composed of the choicest fresh fruit skilfully prepared. This delicious flavour may be attributed to their method of preserving and packing, almost immediately after the fruit is gathered. This is an advantage obtained by Chivers' factory standing in the midst of thousands of acres of orchards in the finest fruit-growing district of Cambridgeshire.

PURITY—CLEANLINESS—FRESHNESS—are the hall-marks of this world-famed make of food products.

A feature that you will find as a selling point is the careful packing in tins or bottles. By a special process all the tins are prepared so as to prevent the possibility of any detrimental effect on the fruit.

You safeguard your reputation, Mr. Grocer, by stocking foodstuffs of perfect purity and quality—tried and tested. You will find it the means of bringing many repeat orders—at good profit.

ORDER TO-DAY

CHIVERS & SONS, LIMITED

FRUIT GROWERS, - - - HISTON, CAMBRIDGE, ENGLAND

For samples and quotations apply to the agents:—

THE W. H. MALKIN CO., LTD.
57 Water Street
VANCOUVER, B.C.
(British Columbia and Alberta)

FRANK L. BENEDICT & CO.
45 St. Alexander St.
MONTREAL
(Canada and Newfoundland)

WE CLEAN UP EVERYTHING

Check up your requirements for the Fall housecleaning demand and stock the cleaners of **proven merit**—"Bull Dog" Brand.

Every sale will please and bring the customer back for more. "Bull Dog" Brand Cleansers are made to clean up anything. They are non-injurious.

"Bull Dog" Brand Cleansers sell at a reasonable price and allow a good profit.

"Bull Dog" Brand Bleach-O **is the best for washing white goods and flannels—removes stains.**

"Bull Dog" Brand Ammonia Powder.

"Bull Dog" Brand Chloride of Lime.

"Bull Dog" Brand Borax.

"Bull Dog" Brand Liquid Blue.

"Bull Dog" Brand Liquid Ammonia.

The J. B. Paine Company
Limited
65 Pearl St. Toronto

"Bull Dog" Brand Cleansers

Command the sales at housecleaning time

THE ELGIN NATIONAL

Instantly Adjusted to Steel—Cut Coffee as Fine or Coarse as Your Trade Demands

It takes just a few turns and the coffee is ground. No expense to operate and the machine will last a lifetime. Feed your coffee grinding troubles to the **Elgin National.** It is built for business.

Ask any of the following jobbers for latest catalog:—

HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
MONTREAL—The Canadian Fairbanks Co. (and branches).
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
WINNIPEG—Blue Ribbon, Limited (and branches); The Codville Co. (and branches).
REGINA, SASK.—Campbell, Wilson & Strathdee, Ltd.
SASKATOON—Campbell, Wilson & Adams, Ltd.
EDMONTON, ALTA.—The A. MacDonald Co.
CALGARY—Campbell, Wilson & Horne, Ltd., and P. D. McLaren, Ltd.
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelley, Douglas & Co., Ltd.; Empress Manufacturing Co.

MADE BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.

TRADE MARK
KEYSTONE BRAND
REGISTERED

NOW IS THE TIME TO ORDER YOUR FALL SUPPLY OF

BRUSHES

Such lines as Stove Brushes, Scrubs, Dandy and Horse Brushes, Stable Brooms, etc., will soon be in great demand. Place your order now and be sure to buy the **Keystone Brand.**

Stevens-Hepner Company
Limited
PORT ELGIN, ONT.

British Columbia
COHOE
SALMON

WALRUS" BRAND

The Kind

Your Customers

Come Back For.

Anglo-British Columbia Packing Co., Ltd.

H. BELL-IRVING & CO., Ltd., Agents

VANCOUVER, B. C.

White Swan

Profit Insurance and Bread Insurance

These are the two essentials that make for good business. The dealer must have his profit and the housewife must have good bread. **White Swan Yeast Cakes** always insure the best bread and therefore the largest profits. They are regular sellers, because the housewife appreciates its rising qualities.

Order from your wholesaler or direct.

"Surity of Purity"

WHITE SWAN SPICES & CEREALS LIMITED

TORONTO ONTARIO

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store —and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED

WALKER PATENTED BINS

Berlin, Ontario

REPRESENTATIVES:
Manitoba: Watson & Truesdale, Winnipeg, Man.
Northern, Sask.: North-West Specialty Co., Saskatoon, Sask.
Southern Sask. and Alta.: J. N. Smith, Box 695, Regina, Sask.
Vancouver: Western Plate Glass Co., 318 Water St.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED BINS

TWO CENTS PER WORD

with a Want Ad. in this paper.
You can talk across the continent for two cents per word

BRITISH and FOREIGN

JAM & MARMALADE PULPS

CITRONS, LEMONS AND
BITTER ORANGES
FRESH AND IN BRINE

SPANISH OLIVES IN BULK

ESSENTIAL OILS
LEMON, ORANGE,
BERGAMOT

F. C. GOODING & CO.

FRUIT PACKERS AND SHIPPERS

36 Eastcheap, LONDON, England

CABLES "GOODINGITE LONDON," ALL CODES.

Represented in TORONTO by W. B. STRINGER

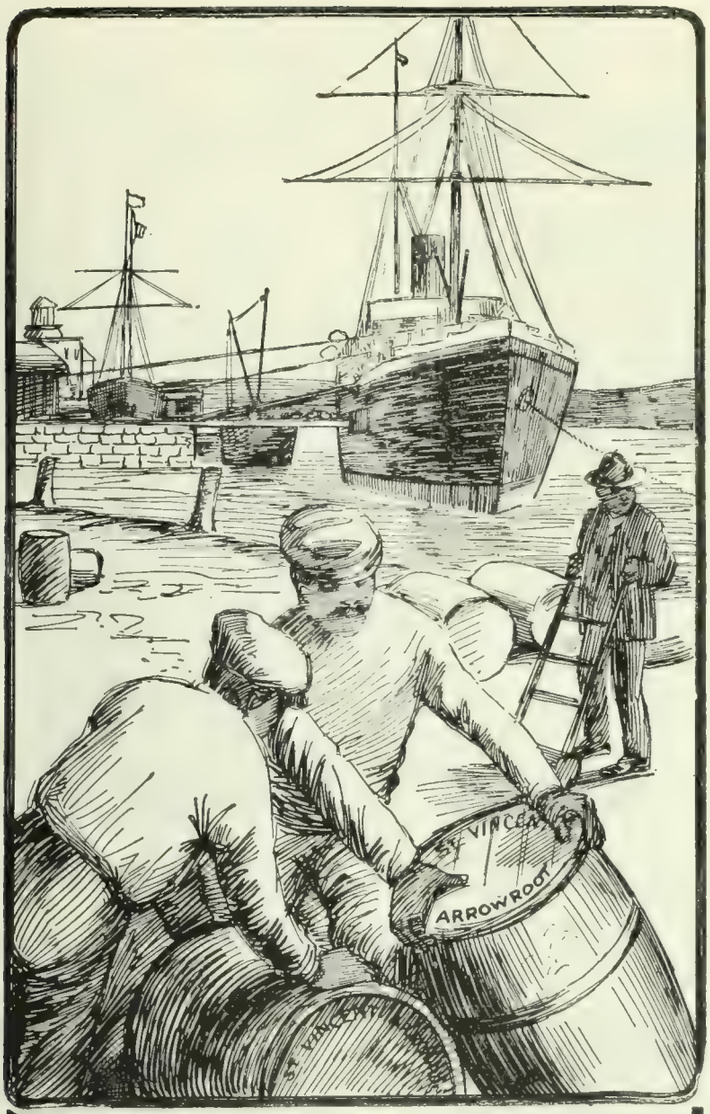
By Royal Letters Patent

NELSON'S
Crystal Leaf
GELATINE

Unrivalled in the kitchen,
can be obtained from

W. G. PATRICK & CO.
LIMITED

St. Paul St., Montreal.
York St., Toronto.



FOR A CENTURY OR MORE

St. Vincent has shipped the bulk of the world's supply of Arrowroot, because **St. Vincent Arrowroot** is the best.

As a household staple it has made for itself a place in many homes; its wholesome and nutritious qualities make it a healthful food and a blessing for the youngsters, the aged, and the invalid.

The large variety of delightful dishes into which it can be made explains the "why" of its popularity. It is very easily digested.

Acquaint your trade with the fact that you have **St. Vincent Arrowroot** and your sales will be large.

For information and samples write J. Elliott Sprott, Secretary.

ST. VINCENT ARROWROOT GROWERS AND EXPORTERS' ASSOCIATION

KINGSTOWN B. W. I.

More Customers

'Camp' is a magnet for drawing customers in plenty; customers who come and go with regularity, and go away well satisfied; customers whose pleasure in 'Camp' Coffee is good profit for you.

"Camp" Coffee

R. Paterson & Sons Ltd. Coffee Specialists Glasgow

THE BLUE THAT HELPS

most on washing day is the one your customers want.

OCEAN BLUE

in either Squares or Bags, gives the utmost satisfaction, because it imparts a quickly and easily obtained whiteness and brightness to all Linens, etc., without injuring the fabric. Send along your enquiry now for samples and prices of this easy-to-sell washing blue.

HARGREAVES (Canada), Limited,

33, Front Street, E. TORONTO.

WESTERN AGENTS:
For Manitoba, Saskatchewan and Alberta:
NICHOLSON & BAIN, Winnipeg, Regina, Saskatoon, Calgary and Edmonton.
For British Columbia and Yukon:
CREEDEN & AVERY, 118 Homer Arcade, Vancouver, B.C.
ASK YOUR JOBBER!

BOND'S CHOCOLATES
CARSON'S PASTILLES,
GUMS and CACHOUS

The show at the Canadian National Exhibtion, Toronto, attracted considerable attention from visitors from all parts of the Dominion, and those buyers desiring samples and particulars should apply to

MR. J. P. WRIGHT
Queen's Hotel, Toronto

Like all good things "FORCE" sales repeat!

Please, Sir, my mother wants *another* package of

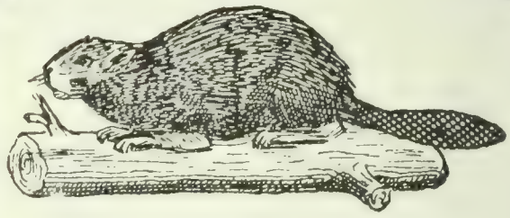
"FORCE"
TOASTED WHEAT FLAKES

"They're *so* good!"

THE finest Canadian wheat, cooked with barley malt for 120 minutes, and rolled into thin, crisp, delicious flakes.

If you don't sell "FORCE" you lose good business."

THE H-O COMPANY, HAMILTON



"Beaver" Brand Finest Quality Valencia Raisins

are of a special fancy quality, and are sure to please the most particular of buyers. If you have not handled BEAVER—give them a trial this year.

Packed by MAHIQUES, DOMENECH & CO.
Denia, Spain

Agents:
ROSE & LAFLAMME, Limited
Montreal and Toronto

Clark's Pork and Beans

Plain Chili Tomato Sauce

We think, Mr. Grocer, that you will agree with us that QUICK RETURNS are essentially a first consideration in the creation of a profitable business. The more often you turn over your capital in a given time, the greater in proportion will be your PROFIT.

Clark's Pork and Beans

Will Earn for You This Greater Profit

Because they are extensively ADVERTISED, the public know them and ask for them.

Because they have the QUALITY to back up the advertising and hold your customers.

Because you can sell MORE CLARK'S than any other brand.

Clark's Beans Mean Quick Returns:
Quick Returns Spell Profit and Success.

W. CLARK, - MONTREAL

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

Brantford Cold Storage Co.
LIMITED
Wholesale Produce Merchants
If you are in need of
HONEY
in any quantity write us for quotations
BRANTFORD, ONT.

Wire us for prices on Currants. We represent Mr. C. Ceroni, one of the best and most reliable packers in Greece.

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents
and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

The
Condensed Ad.
page
will interest you

WESTERN PROVINCES.

H. P. PENNOCK & CO.,
LTD.
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturers wanting live representatives.

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

Eastern Manufacturers Limited
Manufacturers' Agents,
Saskatoon, Saskatchewan.
Cover Northern Saskatchewan completely The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established. 15 Years
Domestic & Foreign Agencies Solicted

HOLLOWAY, REID & CO.
Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

W. H. Escott Co., Ltd.
Wholesale
Grocery Brokers
181-183 Bannatyne Ave.
Winnipeg, Canada
Branches Covering
All the Wholesale Centres in the West

WESTERN PROVINCES—Continued.

NORTH-WEST SPECIALTY CO.
Manufacturers' Agents
Cover Saskatchewan completely. All large centres visited monthly. Open for agencies for all kinds of Store Fixtures and Specialties. Warehousing facilities.
Suite 109 Willoughby-Sumner Stock
Saskatoon, Saskatchewan.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
290 Chambers of Commerce.
P.O. Box 1812.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS
and
MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

SIMPSON PRODUCE CO. Winnipeg Man.
Will be pleased to discuss with agents or manufacturers of Bakers', Butchers' or Grocers' specialties, the introduction of their lines to the Prairie Provinces—we go direct to the trade or through the Jobbers.
Dealers in High Class Produce and Provisions.
Simpson Produce Co. 248-252 Princess St.
Winnipeg Man.

LEADLAY LIMITED
332 Bannatyne Ave.,
Winnipeg, Man.
Grocery Brokers & Importers.
"Eiffel Tower Lemonade."
"Foster-Clarkes Cream Custard.

Manufacturers' Agents and Brokers' Directory

(Continued.)

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
352-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

O'Loane, Kiely & Co., Ltd.
WHOLESALE GROCERY BROKERS
CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY
We cover British Columbia and Alberta
Head Office - - Vancouver, B.C.
Reference: The Bank of Montreal.

The CAMPBELL BROKERAGE CO.
Manufacturers' Agents and Commission Brokers.
We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.
857 Beatty Street . Vancouver B. C.

WORLD RENOWNED

BRAND STUHR.

STUHR'S
GENUINE CAVIARE,
ANCHOVIES IN BRINE
(Salted Sardels).
In Tins and Glasses.
"Please ask for our offer"
C. F. STUHR & CO., HAMBURG.

OAKEY'S
The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

NEWFOUNDLAND.

The CHAMBERLAIN-DOWNEY Company, Limited.
Wholesale Jobbers & Manufacturers' Agents.
Grocery, Confectionery and Tobacco Specialties.
Correspondence solicited on Domestic and Foreign Lines.
TRACKAGE AND WAREHOUSE,
1214 Homer Street, Vancouver, B. C.

E. O. CORNISH
COMMISSION AGENT
Canned Goods a Specialty
821 Pender St. W., Vancouver, B.C.

McCANN & LANGFORD
Winch Building Victoria, B.C.
Manufacturers' Agents and Commission Brokers.
We can give special attention to a few good agencies. Anything we handle we push
References: Bradstreets, Royal Bank, Union Bank.

T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references.
Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

OUR GUARANTEE

If this polish damages your customer's piano, we'll pay for the piano. That's why live Grocers everywhere stock it. It sells, repeats, and brings new faces to a store.

Order from your jobber, or The Harry Horne Co., 309 King W., Toronto. Leadlay, Limited, Bannatyne Ave., Winnipeg, Man.
Every package carries above guarantee in detail. Our travellers carry unique propositions.

When writing advertisers, kindly mention having seen the ad. in this paper.

Every Merchant who handles—

Mathieu's Nervine Powders

knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. *Mathieu's Syrup of Tar and Cod Liver Oil is a specific in all forms of colds.*

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name .....
With (Name of firm) .....
Street .....
City or town .....Prov.....

Tartan BRAND

THE SIGN OF PURITY

"TARTAN Salmon is the highest grade of fish packed. If you want a real trade winner, book up with our travelers for Fall delivery at the lowest price issued in many years.

TARTAN Brand Fruit and Vegetables as far as packed are the finest we ever opened.

Our Travellers have full particulars of all fall goods, Mediterranean Fruits, etc.

TARTAN Brand Spices, Extracts, Jelly Powder manufactured by us of highest quality. Full assortment of Wagstaffe's Jam and Imperial Golden and Silver Grain Vinegar.

When in a hurry for goods, 'phone us and experiment with us. We are the original quick shippers."

BALFOUR, SMYE & CO., Wholesale and Manufacturing Grocers HAMILTON

JOHN DIAMOND

458 NORTH THIRD STREET, PHILADELPHIA, U.S.A.

MANUFACTURER OF

Shoe Blackings Shoe Dressings Laundry Blues
American Stick Blue Stove Polishes
Inks, Mucilage and "Ink-Out" Pure Petrolatum Pomades
Electric Paste Stove Polish

FOR SALE BY ALL FIRST CLASS JOBBERS IN CANADA

A Seasonable Line

OUR NEW

Sandwich and Salad Olive

all ready for the table

Pimento Stuffed
Celery Stuffed
Plain Pitted

in salad form

Ask your wholesaler for this 8 oz. bottle.
Retails at 25c.

Gorman, Eckert & Co.

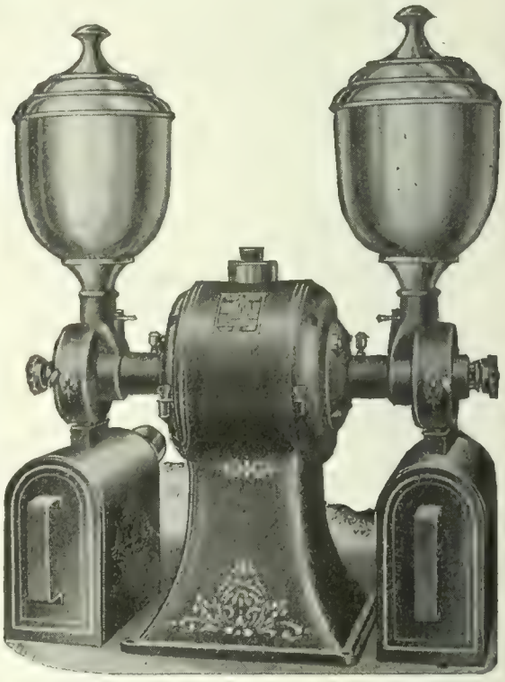
LONDON, ONTARIO

Western Selling Agents:
MASON & HICKEY, Winnipeg

More Than Ever in a Class by Itself

One of our 12 new models. Wouldn't it be a good idea then to look into the Coles? It ranks with the best and meets your price.
26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO.

1615 North 23rd St. PHILA., PA.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

St. Lawrence

Extra Standard Granulated.

The Canadian standard of quality. The best sugar made.

Blue label. Red label. Green label.

Your stock is not complete without

SYMINGTON'S COFFEE ESSENCE

The already large demand is fostered by continuous up-to-date advertising, and your customers—appreciating the excellent quality, pure flavor and extreme handiness of Symington's Coffee Essence—will become regular users.

Remember there is no other Coffee Essence to equal SYMINGTON'S, and write for prices, showcards and full particulars to-day.

Thos. Symington & Co., Edinburgh and London

AGENTS:—Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver—Messrs. Shallcross, Macaulay & Co.

Do you want a good line in Pickles? There's nothing to beat

PURNELL'S FINEST ENGLISH PICKLES

for purity, fine flavor and good profit. For over 150 years their quality has always been of the same high excellence and they appeal to the most discriminating palates.

Your better trade will benefit. Ask your wholesaler for particulars.

Purnell & Panter Limited
BRISTOL, ENGLAND

RED RIDING HOOD BRAND

5 lb. SLIP TOP CAN

5 lb. SLIP TOP CAN

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta—W. H. Dunn, 396 St. Paul Street, Montreal.
Toronto—Lind Brokerage Co., 47 Wellington St. E.
Ottawa—E. M. Lerner & Sons, 11 York Street.
British Columbia and Yukon—Kirkland & Rose, 312 Water Street, Vancouver.

JAPAN TEAS

FURUYA & NISHIMURA

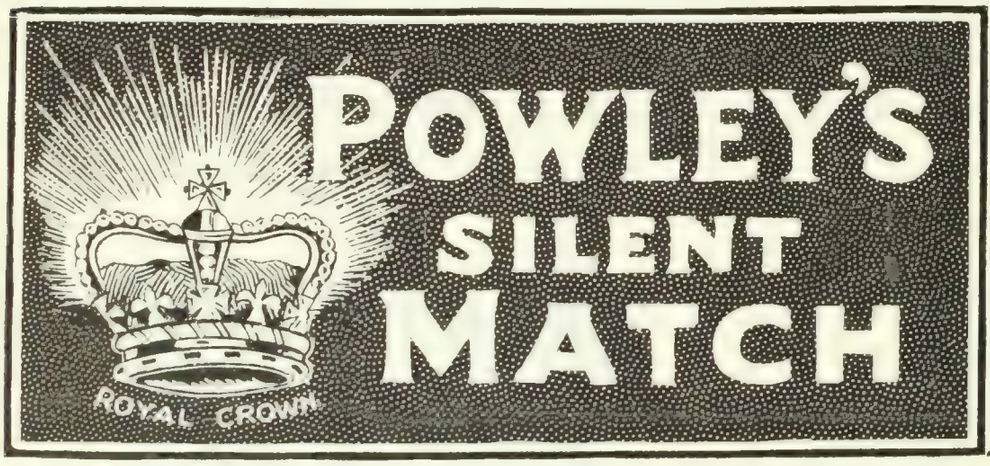
PURE STRAWBERRY JAM
CHIVERS' QUALITY

We are in a position to protect you for your requirements in Strawberry and other Jams, either immediate or future delivery, and can supply you with CHIVERS' QUALITY.

Do not buy the first jam offered you, thinking you will not be able to secure your supplies. We can protect you, and besides guaranteeing delivery we can save you money and give you CHIVERS' Quality.

Our bookings are quite heavy owing to the complete satisfaction given by CHIVERS' goods in the past. Get in touch with our travellers or write us direct and take advantage of our SPECIAL 1913 INTRODUCTORY OFFER ON CHIVERS' LINES.

FENWICK, HENDRY & CO.
Manufacturing Wholesale Grocers
KINGSTON, ONTARIO



POWLEY'S MATCHES ARE GOOD MATCHES

Every Sale will please and bring the customer back for **more.**

Every Sale gives **you 60%** profit.

Write or Phone for more particulars.

The Geo. Powley Paper Co., Ltd.
62-66 JOHN ST. TORONTO, ONT.

RICE'S SALT

"The Pure Table and Dairy Salt"

Rice's salt has won its spurs from its absolute purity and uniformity. Once you introduce Rice's your customers will come to you for it again. It brings them back.

We ship promptly. Get our prices.

THE NORTH AMERICAN CHEMICAL CO., Ltd., Clinton and Goderich, Ont.

BUY

STAR BRAND

Cotton Clothes Lines

AND

Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers

SEE THAT YOU GET THEM

B. CANNON & Co., Ltd.
LINCOLN, ENGLAND

PURE GELATINES

Stocks:-Toronto, Montreal, New York.

SOLE AGENTS

FINEGAN & ELLIS
506 Board of Trade Bldg.
TORONTO

SYMINGTON'S SOUPS

are just ideal where nourishment and warmth and ease of preparation are valued.

Contents of one packet make a quart of rich, nourishing soup, a plateful of which, with bread, offers a delicious, sustaining meal

There are eleven varieties—each distinctive, each delightful

Mulligatawny, Scotch Broth, White Vegetable, Lentil, Pea, Tomato, Ox Tail, Green Pea, Celery, Onion, Mock Turtle

Agents:
F.E. ROBSON & CO.
25 Front St. E.
Toronto

BANNER L&B BRAND

Every process aids purity

From the picking of the fruit to the sealing every stage of the preserving of

L. & B. Jams and Jellies

is carried out in the most sanitary way known to the preserving world.

Only fresh ripe fruit, apple jelly and granulated sugar are used in the preparation of "L. and B." products.

The contents of every pail and jar is truly stated on the label. "L. and B." values will interest you. **Write for prices.**

LINDNERS LIMITED

340 Dufferin St., TORONTO
Phone Parkdale 2985

REPRESENTATIVES:
The Amos B. Gordon Co., Toronto; Watt, Scott & Goodacre, Montreal; H. D. Marshall, Ottawa, Ont.; C. A. Munroe, St. John, New Brunswick; W. H. Lyne Usher, Halifax, Nova Scotia and Prince Edward Island; H. Donkin & Co., Vancouver; W. L. McKenzie & Co., Edmonton and Regina; Western office at Winnipeg.

Bright Ideas of Men In Harness

¶ Weeks before the Annual Fall Campaign Number of Canadian Grocer appears, the editorial department is out on the hunt for Ideas.

¶ These Ideas come from men in harness. They are the result of the thoughts and experiments of you grocers in the trade. That is why you look forward to the Annual Fall Number every year.

¶ It contains some of the best plans, methods, and ideas available in your line of business.

¶ As your most important consideration is your business, you could very well allot considerable of your time to the reading of this big Fall Campaign Number.

¶ This year the issue promises to more than live up to those that have gone before. It will contain some of the brightest ideas of men in the trade; some of the most modern methods for the stimulation of business; and some of the most attractive stores and window displays obtainable.

¶ For the man who says he hasn't time to read, we would say, "You cannot spend your time more profitably."

¶ The Fall Campaign Number of October 11 will be a worth while issue to every retailer. See that it comes your way.

Canadian Grocer

"The paper grocers read"

143 University Avenue, TORONTO

Dried Fruits

Spanish and **California QUALITY. Ex S.S. "FREMONA."**

VALENCIA RAISINS (All grades)
NEW CLEANED CURRANTS (Bulk and Packages)
NEW SHELLED ALMONDS, 3 and 4 crowns.
FRESHLY CRACKED SHELLED WALNUTS.
NEW TABLE RAISINS (Bulk and 1 lb. Solitos)
SICILY FILBERTS
SULTANAS, Cleaned (Bulk and Packages)

WE OFFER "FOR SPOT"

VALENCIA RAISINS
Finest Selected, 7 lb. boxes, ... 40c box
4 Crown layers, 7 lb. boxes ..... 45c box

TILL THEY LAST.

FROM SAN FRANCISCO
ONE CARLOAD **Griffin & Skelly** (now in store)
APRICOTS, PEACHES, PEARS, ASPARAGUS, white and green, 2½s, tins.

TO ARRIVE IN OCTOBER

NEW TABLE FIGS (All grades)
SANTA CLARA PRUNES (Faced)
NEW OREGON PRUNES (Faced)
All sizes, 25 lb. boxes.

NEW SEEDED RAISINS (Packages)
NEW SEEDLESS RAISINS (Packages)
LOOSE MUSCATELS, 3 and 4 crowns
DRIED APRICOTS, PEACHES, PEARS.
"Reliable shippers only."

ANOTHER OPPORTUNITY

100 bags NATURAL FIGS, 30 lbs. gross ..... $1.25 bag

CANNED SALMON
1,000 doz. PINKS, ½s, 8 dozen cases..... .45 doz.

Quality and delivery guaranteed.

"SATISFACTION" **OUR MOTTO.**

L. Chaput, Fils & Cie, Limitée

WHOLESALE IMPORTERS and WINE MERCHANTS

Montreal

The Sauce that makes big sales —the Sauce that makes big dinners. .:. .:. .:.

By appointment to his Majesty King George V.

Brand's A.1. Sauce

is the famous appetite sharpener—it adds zest to any dish of meat, fish or fowl.

If you have a particular trade and not only want to hold it, but to **increase it**, we would suggest that you stock Brand's A 1 Sauce.

Brand's A. 1 Sauce and Invalid Specialties were awarded "The Grand Prix" at the Festival of Empire Exhibition, Crystal Palace, London, in 1911—this being the highest possible award.

Stock up now. Fall and Winter creates demand for Sauce.

Brand & Co., Limited

Purveyors to H.M. the late King Edward VII.

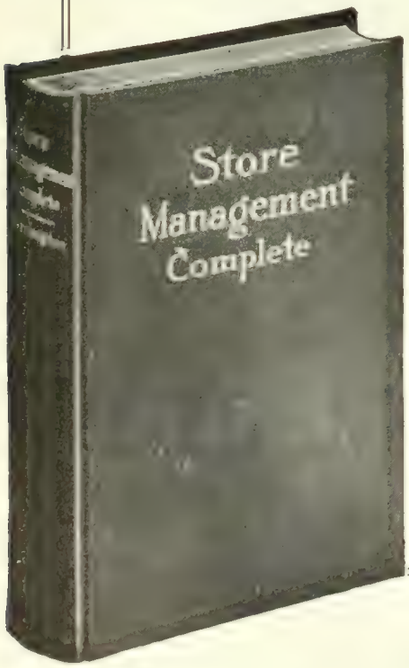
Mayfair, - - London, Eng.

NEWTON A. HILL, 25 Front St. East TORONTO
H. HUBBARD, 27 Common St., MONTREAL
McLEOD & CLARKSON, VANCOUVER

ARE YOU THE MAN AT THE HELM?

Are you running your ship of business along the shortest and safest course to the harbor of success? Or are you going a roundabout way, scratching and scraping along the rocks of loss and failure.

Get in the right course, be on the lookout for new thoughts, ideas, schemes, etc., and you will have a successful run.



STORE MANAGEMENT COMPLETE

is a guide that will show you how to get the maximum trade and profit out of your business. This book is written by Frank Farrington (a companion book to "Retail Advertising Complete.") It tells all about the management of a store. The following is a synopsis of one of the chapters:

CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivery goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

"Store Management—Complete" is bound in cloth, contains 272 pages, 16 full page illustrations, and 13 chapters. $1.00 brings this book to you postpaid. Money refunded within 10 days if not satisfactory.

Absolutely New **Just Published**

TECHNICAL BOOK DEPARTMENT
MacLean Publishing Co.
143-149 University Avenue **TORONTO**

THE IMPORTANCE OF FRESH TEA

The flavor of tea is contained in an essential oil. With age the oil decays. This affects the flavor and is quickly detected by the consumer. Tea keeps better when not exposed to the air, but it deteriorates, more or less, under any circumstances. **Fresh Tea** is as necessary to a successful tea trade as **fresh butter** to a successful butter trade. No retailer should keep a pound of tea in his stock for more than **four months,** and he should be sure that wholesalers are not supplying him with old goods which they have had on hand **for years.**

In Ceylon, tea is picked every week in the year, and you always get it **fresh and fragrant** in "SALADA."

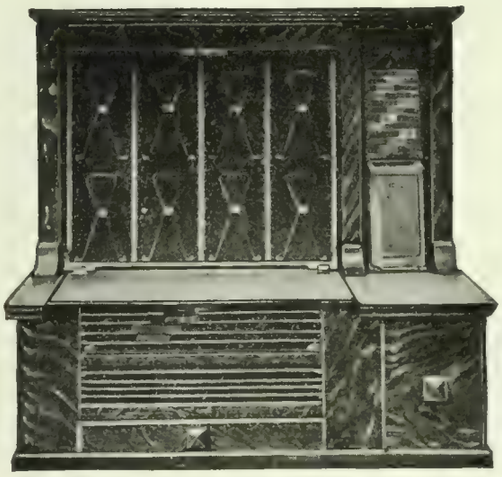
If any retailer—anywhere—at any time—has any "SALADA" in stock that is over six months old, let him ship it back to us—freight collect—and we will refund the full purchase price. We back up our belief in the paramount importance of **fresh tea** by this sweeping guarantee.

"SALADA"

LONDON, ENG. 41 Eastcheap | BUFFALO 11 Terrace | NEW YORK 198 W. Broadway | TORONTO 32 Yonge St. | MONTREAL St. Paul St. | BOSTON 34-35 S. Market St. | CHICAGO 361 N. River St. | DETROIT Shelby Block

Branches also Pittsburg and Philadelphia

The Barr Account Register is Ironclad for Collections



Take it into your business to-day as "My Silent Partner." You could not make a better investment. And the sooner you do so, the better for your business—and you.

BECAUSE by it the merchant may introduce into his business an almost impregnable protection to himself in the collection of his accounts.

BECAUSE by it the Merchant's last sale recorded for the customer is also a complete record of the customer's account to that time.

BECAUSE by it the merchant may know with every purchase how nearly the customer is going to his limit of credit.

BECAUSE by it the merchant makes fewer bad debts and creates more good feeling with his customers.

BECAUSE by it the merchant encourages more trade—and better trade—makes more money, gets it quicker and enhances his profits.

BECAUSE by it the merchant saves bookkeeping — saves time — and time is money — and avoids mistakes.

Write to-day for Catalogue and full information

BARR REGISTERS, LIMITED TRENTON ONTARIO

The Food for Young and Old

NUTRITIOUS AND HEALTHFUL

Robinson's "Patent" Barley

is especially good for children up to the age of nine months. It is prepared from the finest fully matured barley.

Robinson's "Patent" Groats

a specially prepared food made from the best oats is a great favorite with the older folk and is for children over the age of nine months. These two foods are well known and used extensively by the better trade.

Stock up to-day on Robinson's "Patent" Barley and "Patent" Groats

MAGOR, SON & CO., Limited

403 St. Paul Street, MONTREAL 30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA

AS CANADA GROWS

There are so many newcomers to Canada, Mr. Grocer, that the depletion of other countries is causing alarm.

These newcomers should be good customers for the oldest and best food-products of Canadian manufacture.

So that when a new customer opens an account with you, you should not hesitate to recommend these 50-year Canadian food-standards.

CROWN BRAND CORN SYRUP

AND

BENSON'S PREPARED CORN

For handy, quick and easy cooking they can't be beaten and your customers can obtain a book of delightful recipes by just dropping us a card.

Why not suggest this?

THE CANADA STARCH CO., LIMITED

Manufacturers of the EDWARDSBURG BRANDS

Montreal Cardinal Toronto Brantford Calgary Vancouver

Misleading Co-operative Society Statements

Advertisement of New Edmonton Association Makes Assertions Which Financial and Trade Student Says Cannot be Fulfilled at Same Time—Association Can Produce the Dividends, He Says, But Cannot Also Lower Cost of Living.

On this page will be observed in reduced form an advertisement of The Alberta Co-operative Association, Limited, of Edmonton, Alta. This organization was briefly announced in a recent issue, but the advertisement gives fuller particulars.

An analysis of these will prove interesting if we are to accept everything as gospel fact.

Among the most important statements made are the following:

(a) The high cost of living gets its first decisive blow.

(b) You get a cash dividend each quarter on all your purchases at the store, which should average 7 to 15 per cent. each quarter on your household bills.

(c) You get six per cent. per annum interest on your share capital, whether large or small.

(d) Prices will be the usual prevailing ones.

Statements Misleading.

The Canadian Grocer showed this advertisement to a student in financial affairs for his opinion. He declares all four statements cannot be reconciled at one and the same time. A cash dividend can, he says, be paid each quarter on all purchases, averaging 7 to 15 per cent. each quarter.

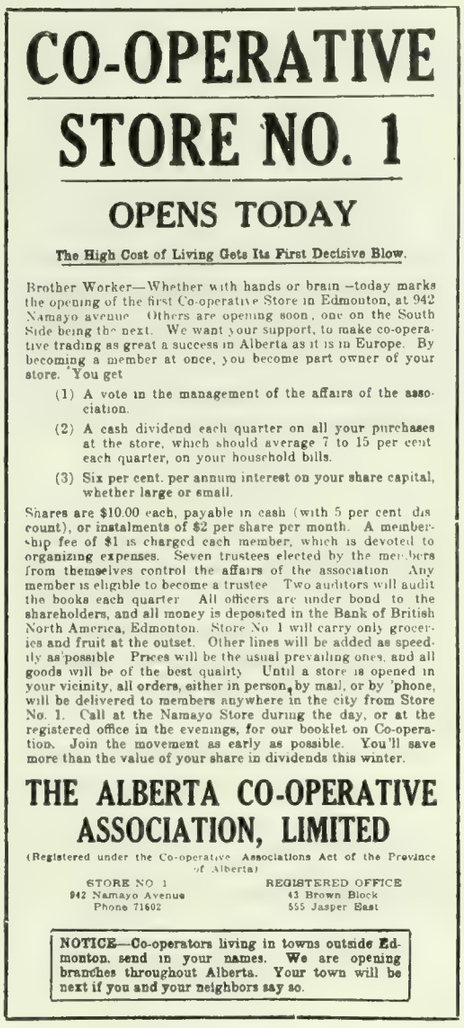
Six per cent. interest on share capital can also be paid.

"But," he added, "the statement made that the cost of living would get its first decisive blow is unmistakably untrue if the dividends and interest as stated are paid.

"If," he said, "John Jones buys $50 worth of goods in a quarter, he may secure 10 per cent. dividend, or $5, but he will no doubt pay $5 more than he should have for the goods. As I understand the grocery and provision trade, I cannot see how Mr. Jones could get that $5 dividend as well as 6 per cent. interest on the share capital, and still get his goods cheaper than the ordinary retail grocer could sell them."

A Sure Impossibility.

With competition so keen in staple groceries and provisions, is it reasonable that this co-operative store can "give the high cost of living its first decisive blow"; "give a 7 to 15 per cent. dividend on quarterly purchases, and 6 per cent. interest on the share capital," and sell at the usual prevailing prices?



CO-OPERATIVE STORE NO. 1

OPENS TODAY

The High Cost of Living Gets Its First Decisive Blow.

Brother Worker—Whether with hands or brain—today marks the opening of the first Co-operative Store in Edmonton, at 942 Namayo avenue. Others are opening soon, one on the South Side being the next. We want your support, to make co-operative trading as great a success in Alberta as it is in Europe. By becoming a member at once, you become part owner of your store. You get

(1) A vote in the management of the affairs of the association.

(2) A cash dividend each quarter on all your purchases at the store, which should average 7 to 15 per cent each quarter, on your household bills.

(3) Six per cent. per annum interest on your share capital, whether large or small.

Shares are $10.00 each, payable in cash (with 5 per cent discount), or instalments of $2 per share per month. A membership fee of $1 is charged each member, which is devoted to organizing expenses. Seven trustees elected by the members from themselves control the affairs of the association. Any member is eligible to become a trustee. Two auditors will audit the books each quarter. All officers are under bond to the shareholders, and all money is deposited in the Bank of British North America, Edmonton. Store No. 1 will carry only groceries and fruit at the outset. Other lines will be added as speedily as possible. Prices will be the usual prevailing ones, and all goods will be of the best quality. Until a store is opened in your vicinity, all orders, either in person, by mail, or by 'phone, will be delivered to members anywhere in the city from Store No. 1. Call at the Namayo Store during the day, or at the registered office in the evenings, for our booklet on Co-operation. Join the movement as early as possible. You'll save more than the value of your share in dividends this winter.

THE ALBERTA CO-OPERATIVE ASSOCIATION, LIMITED

(Registered under the Co-operative Associations Act of the Province of Alberta)

STORE NO. 1
942 Namayo Avenue
Phone 71602

REGISTERED OFFICE
43 Brown Block
555 Jasper East

NOTICE—Co-operators living in towns outside Edmonton, send in your names. We are opening branches throughout Alberta. Your town will be next if you and your neighbors say so.

Reproduction of a large advertisement of Alberta Co-operative Association from an Edmonton paper.

We have been told by scientific men that nothing is impossible; but surely here is one that will undoubtedly beat the scientists.

This same financial student has given considerable thought to this so-called "co-operation." He was president once of a Trades Council in one of Canada's large cities, and had occasion to advise some enthusiastic members against starting a co-operative grocery and bakery. He was charged a traitor against the interest of labor. The co-operative store was begun, but has long since failed.

"In the North of England," he stated, "this sort of co-operation is said to be 'successful.' One reason is the congested condition of the population. For one thing everybody sticks together. The chief reason for the so-called 'success' is, however, the fact that prices charged are on the average higher than those of the grocer next door.

Grocers Still in Business.

Do you think," he asked, "that if the co-operative store in England sold its goods at 1-10 of a cent a pound or a dozen cheaper than the retail grocer, the grocer would continue to exist? Yet you will find successful grocers, both retail and wholesale, right around the co-operative stores.

"The advertisement is elusive. Its statements do not coincide with one another. It is very misleading.

"In my opinion," he said, "each shareholder in a co-operative society should be made responsible for the entire liability of the concern in case of insolvency. In Germany this is the rule with regard to the Co-operative Banks, and now that Co-operative Banks are proposed for the assistance of the Saskatchewan farmer, the same proposal has been made. It will, too, likely be adopted.

"The whole sum and substance of the thing seems to be that if any co-operative society is to be 'successful'—in the sense that it pays big dividends—it must charge the consumer more for the goods than he could purchase them elsewhere. If that be the case the promise of large dividends is an unjustifiable method for inducing the general public to take stock in these concerns."

In a recent issue the Grain Growers' Guide of Winnipeg states that the establishment of a co-operative wholesale society for the purpose of supplying the co-operative stores which are springing up in various parts of Western Canada is an enterprize which will undoubtedly be given practical consideration in the near future.

Is this statement to be relied upon? Have the co-operators of Western Canada sufficient capital? Whether they have or not, this is something that will interest the wholesale trade. Wholesalers, too, have been criticized for not selling co-operative stores, which if they ever should become large enough would cut out that section of the trade that had befriended them. This is what they have done in the Old Country, and are we to expect anything different here?

How Other Grocers Do Things

A PICKLING ADVERTISEMENT.

Taylors, of Sudbury, Ont., always write good ads. They make them seasonable which is another important point in their favor. Here is one for the pickling season which appeared recently:—

PICKLING TIME IS HERE.

We have laid in a special stock of spices for the pickle season, whole and ground, they have been selected for their purity and strength, a little will go a long way and will give your sauces and pickles just the right flavor. We also have a good assortment of Vinegars either in bulks or bottles. The choice of vinegar is an important matter and we shall be glad to offer our suggestions.

That is a splendid advertisement, well written, interesting, and educative.

* * *

ONE DAY'S SALES RETURNED.

This surely is one unique plan. Jones, Graham & O'Brien, general merchants, Fort Saskatchewan, Alta., are giving away all the goods sold on one particular day in September. But no one will know what day that is until Oct. 1, when it will be announced by the judges. Then all those who bought for cash on the lucky day will have their money refunded.

In their announcement of the plan, the firm say:

"Three judges will be selected to see that everything is properly conducted. There are 25 business days in September. One slip for each business day will be enclosed in a separate envelope and sealed. The judges will draw one envelope from the 25, seal with their own separate seals and put in a vault where it will remain under lock and key till October 1st. The other 24 envelopes will be burned unopened at once by the judges. On October 1st the three judges will go to the vault, open the sealed envelope and announce the lucky day.

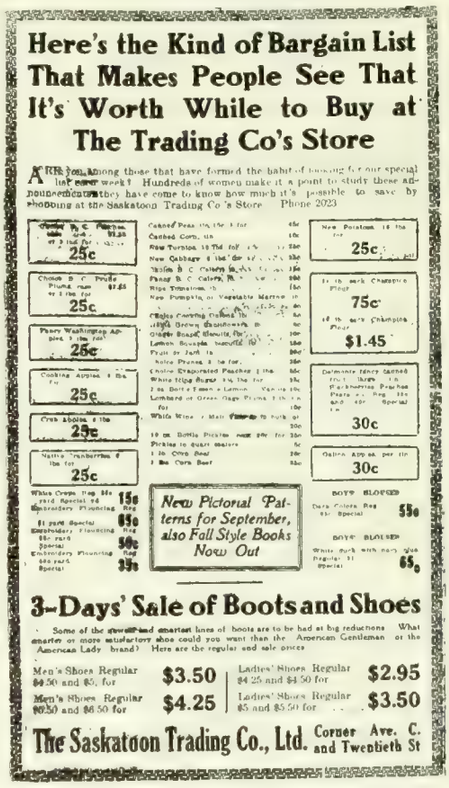
"Anyone having a bill of goods from our dry goods store corresponding in date with the lucky day will receive the full amount of his purchase in cash by presenting slip at our office.

"Should you lose your bill you will receive the amount of your purchase just the same, as we keep a record of every cash sale during the entire month and will notify you should you fail to turn up."

It would be interesting to know the result of this sale.

A BUSINESS GETTING AD.

There are several good features about the advertisement shown herewith of The Saskatoon Trading Co., of Saskatoon, Sask. In the first place plain com-



Here's the Kind of Bargain List That Makes People See That It's Worth While to Buy at The Trading Co's Store

ARE you among those that have formed the habit of buying to our special list every week? Hundreds of women make it a point to study these announcements—they have come to know how much it's possible to save by shopping at the Saskatoon Trading Co.'s Store Phone 2023

25c

25c

25c

25c

25c

25c

Canned Peas, 10c a tin for 45c
Canned Corn, tin 10c
New Tomatoes, 10 lbs. for 25c
New Cabbage 6 lbs. for 25c
Yellow B. C. Celery, 2 for 15c
Pineapple, 2 for 25c
Ripe Tomatoes, lb. 15c
New Pumpkin, or Vegetable Marrow, lb. 5c
Cooking Onions, lbs. for 5c
Grapes, Basket Blewitts, for 10c
Lemons, Bananas, Assorted, for 15c
Fruit, per basket 10c
Table Prunes, 3 lbs. for 25c
Choice Evaporated Peaches, 2 lbs. 25c
White Ripe Plums, 3 lbs. for 25c
2 lbs. Dates 5 lbs. Lemons, Value for 15c
Lemons or Green Ripe Plums, 3 lbs. for 10c
White Wine, Malt Vinegar, to pint or qt. 20c
10 oz. Bottle Pickles, each, per doz. for 30c
Pickles to quart measure 5c
1 lb. Corn Beef 20c
1 lb. Corn Beef 25c

25c

New Potatoes, 15 lbs. for 25c

75c

15 lb. sack Champion Flour $1.45

30c

Ontario Apples, per lb. 30c

White Crepe, reg. 25c, yard, Special, yd. 15c
Embroidery Flouncing, Reg. 65c, yard, Special 45c
Embroidery Flouncing, Reg. 50c, yard, Special 35c

New Pictorial Patterns for September, also Fall Style Books Now Out

BOYS' BLOUSES Dark Colors, Reg. 65c, Special 55c

BOYS' BLOUSES White, dark and navy, Reg. 75c, Special 65c

3-Days' Sale of Boots and Shoes

Some of the newest and smartest lines of boots are to be had at big reductions. What smarter or more satisfactory shoe could you want than the American Gentleman or the American Lady brand? Here are the regular and sale prices

Men's Shoes, Regular $4.50 and $5, for $3.50
Men's Shoes, Regular $6.50 and $6.50 for $4.25
Ladies' Shoes, Regular $4.25 and $4.50 for $2.95
Ladies' Shoes, Regular $5 and $5.50 for $3.50

The Saskatoon Trading Co., Ltd. Corner Ave. C. and Twentieth St

Well written and well balanced newspaper advertisement.

monsense type has been used, the ad. being set up to best advantage. The heading has a swing to it that begets attention. The follow up introduction is also sufficiently strong to hold the attention of the reader.

The writer of this ad. has, too, caught the right spirit in his short descriptive talks on some of the lines quoted in the panels. For instance "Choice B.C. peaches, fancy Washington Apples, fancy canned fruit large tin," etc., help along greatly in creating a desire on the part of the reader to purchase. The ad. too is well balanced.

* * *

OPERATING SANITARY STORE.

A. Glover, Kingston, Ont., operates a sanitary grocery store. No boxes, barrels, or anything else are allowed to congregate on the floor. Practically all goods are parcelled in the warehouse at the rear and sent out by the rear door. The store contains many modern fixtures including dust proof bin fixtures and wall shelves where samples of all glass and tin goods are shown.

To impress this sanitary idea on his customers and particularly those who order mainly by telephone, Mr. Glover has printed on the back of the counter checks the following:—

Have You Seen Our Sanitary Store?
No Goods Exposed or Left Outside.
Quality & Service Unexcelled.
A. GLOVER.
Cor. Earl & Bagot Sts. Telephone 47

He states that putting his business on this basis has greatly increased his turnover. His store is situated in a good residential district.

* * *

INSTALS NEW DISPLAY COUNTER.

The T. A. Gaetz store, Red Deer, Alta., has installed a handsome new grocery counter. It is fifteen feet long, 3 feet wide, and weighs over 1,000 pounds. It is a very handsome piece of work, made of polished walnut. It is fitted with forty drawers of various sizes, all opening at the back part of the counter, and arranged so as no dirt or dust can get to the inside. The front part of the counter has forty separate glass front cupboards, showing samples of goods in the drawers behind. The fixture has added greatly to the look of the store, in addition to the convenience for the clerks.

* * *

PICKLING WINDOW DISPLAY.

H. Malcolmson, grocer, of Chatham, Ont., who makes a feature of timely and seasonable window displays, devotes one of his windows this week to a spice and pickling display.

At each side of the window is a vinegar barrel—a plain article, and for that reason likely to catch the eye. In front of each barrel is a glass container, the one showing white wine and the other cider vinegar.

Midway between the barrels is a small counter showcase, under which is shown a pile of mixed spice in bulk, flanked on each side by a neat array of glass dishes, each of which contains a different variety of spice. In the neighbourhood of two dozen varieties are shown, the display being to the average observer a revelation.

Bottles containing various condiments and a sack of nutmegs fill in the odd corners of the window, the entire display being bordered with a little wall of sealing-wax boxes.

A Niagara-on-the-Lake general store, the warehouse to the left rear of which has been standing for a hundred years. Part of the store in 1814 was burned by U.S. troops.

A Century Old Store With Quite a History

Part of the McClelland Store at Niagara-on-the-Lake Was Standing at Time of American Invasion in 1814—Was Set Fire to by U.S. Troops, But One Section Remained Standing—Owned by Father of Present Proprietors for 60 Years—A Modern General Store Front.

This large double store of William W. McClelland & Co., Niagara-on-the-Lake, Ontario, is a store with a history, connected in a most interesting manner with the annals of the Niagara Peninsula in the troublous times of the War of 1812-1814.

While the front with its modern signs of an up-to-date grocery, meat and hardware store, cannot lay claim to antiquity, the rear portion of clapboard, seen on the left of the picture, is a relic of an exciting incident of 1814, and in all likelihood will be included in the coming celebration of the Century of Peace.

U.S. Troops to Burn It.

Early one afternoon, nearly 100 years ago, the proprietor, a Mr. Clement, was preparing to make prompt deliveries of the orders sent him—he had no 'phone in those days, for Alexander Graham Bell had not yet been born. Up came the United States troops, and the old store, which had weathered the first two campaigns, was ordered to be "fired." The worthy storekeeper, still mindful of his patrons, pleaded for a "stay of proceedings." His customers wanted goods for their evening meals. Surely he would be permitted to fill his orders and send them out; then he would surrender his store to the foreign flames.

The novel request was granted; the torch stayed its destructive course while the pioneer grocer made up his parcels in a last-hour loyalty to his pioneer customers, and then, late in the afternoon, the store was set on fire. The back portion alone stood, charred but erect, and the iron stanchions around the heavy beams may be seen to-day. This afterpart is used now as a warehouse by the McClelland Brothers.

Father In It 60 Years.

The store is remarkable in another particular. After the fire it was rebuilt by Mr. Clement, who continued the business for several years. In 1851 Mr. Wm. W. McClelland entered the business, and for sixty years carried it on vigorously, until just before his death two years ago. Two sons are now running it—William R. McClelland and Fred J. McClelland, proud of the honored name established by their veteran father. The business has been extended, until now it embraces groceries, meats and provisions, hardware and ice, with gasoline for the numerous cars that visit the historic district. The grocery business is carried on in the left hand store with the meat, fresh and cured, in the other, and hardware divided between the two in the centre. The addition of the ice business was an enterprising stroke of the brothers. The current of the Niagara River made the supply from the channel rather uncertain, so an excavation was made off the lake shore and filled in like a skating rink, and in this natural factory most of the ice from Niagara-on-the-Lake is manufactured.

Courtesy to Customers.

One instance of the methods employed by the two young men, during a visit of a representative of Canadian Grocer, will serve as a type of their general policy. A woman came in to the meat store and was served by Fred McClelland. When she was leaving, he asked: "Mrs. ——, how did you like the —— we sent you?"

It was the result of a special search to oblige her, it seemed.

"Yes, I meant to thank you for that. It was very nice, indeed. Can you get me more for Saturday?"

"We will do our best," was the obliging reply, and if "a pleased customer is our best advertiser," the store of Wm. McClelland & Co. was well advertised in the days that followed.

The Hamilton Grocers' Hump

Staff Correspondence.

Back in the historic past the red man claimed as his stamping ground the commanding position of Mohawk Park, which now lies in the evening shadow of the prosperous city of Brantford. But the red man has moved away. His once famous hunting-ground is trod to-day by other feet. Where he was wont to sit about his tepee and smoke the pipe of peace with his neighbor there now stand the tents of the "pale-face" camper. Other eyes look out from beneath the trees and across the lake and the leafy valley. The red man has gone.

* * *

To come down to earth again—what we really want to say is that on Wednesday afternoon of last week the Hamilton Retail Grocers' Association "humped" it over to Mohawk Park. Where once our aforementioned ancestors of the red race held sway, retail grocers with their friends gamboled on the green and sported among the tall timbers. On the occasion of the "Hump" they were monarchs of all they surveyed. The red-man fled on the advance of commerce. Neither were there any women there.

* * *

The annual "Hump" is an outing for the grocers themselves. Their excursion each year to Niagara Falls is considerable work and little play to those in charge. The "Hump" is all play and no work—with the probable exception of "Bay" Hill, master of ceremonies. Generally speaking, work and play fall out for one only-too-short afternoon. President Edward Hazell wills it so, and it is so.

* * *

To understand the "Hump" thoroughly one must attend the "Hump" himself. Mohawk Park lies on the radial line from Hamilton to Brantford. It took four of the company's cars to carry the Hamilton grocers and some of their friends. Mingled with them were eight or ten Toronto grocers, who had "humped" it over to Hamilton earlier in the day. The counties of Wentworth and Brant turned out en masse to see the cars pass through.

Everybody knows the delights of a Rube Band. The same old rube band was there, and on arrival at the Park it headed a procession, half a mile long, that wended its way snake-like across the green and on down beneath the lofty trees to the "cyclone cellar."

* * *

One Michael Cummings by name is a ball pitcher. Iron men have been and gone, but Michael is with us yet. For five long innings as the king-pin of the Hamilton grocers' cohorts he "put the ball over." The most that was scored off him in one inning was THIRTEEN runs. But not being Friday and not the 13th of the month and the moon being in its proper corner, and with Jack Knox as captain, he and his comrades won the greatest game in Mohawk Park history. At that it was the year 1913 and the winning score was 23.

* * *

Both Brantford and Hamilton had come prepared with the best teams available. The smallness of the score would indicate that—23 to 19. So while there were flights of stellar pitching on the parts of R. Welch and Michael Cummings, yet the strength of the opposing batters made the game a superb exhibition. The fans have no doubt since recounted in their dreams Jno. Kew, the Brantford's captain, on the third base line cutting off home runs and foul balls that would have been lost among the rube band; and Jack Knox at first base pulling down high throws from among the clouds; and J. M. Semmens stopping everything coming every way without once losing his "Christie"; and H. Burns behind the Brantford bat blocking the low ones with his toes. Then, too, there was Geo. Bickle in the outfield, who, although he confessed to never having played the game before, could have easily caught every fly had it not been for the sun. It will, in addition to all that, be a lasting memory to see M. Cummings, A. Hobson and three or four more knock-out home runs that a greyhound couldn't follow.

* * *

Brantford's one great inning was the third. After two were gone they ham-

SERIOUS THOUGHTS FROM THE SPEECHES.

W. J. Mellen (Brantford)—We're with you (Hamilton grocers) in business as well as pleasure. Any time you want any co-operation, the Brantford grocers will always be ready.

D. W. Clark (Toronto)—These social gatherings are the very best things we can have. They remove petty jealousies and the "knocking" of one another. They eliminate bad feelings.

We should put our whole strength into the business. . . . We should not give goods away. . . .. There are few grocers retiring from business. . . . What's the use of "buying right" if we cut prices? . . . Why should we be slaves to price cutting? This is an age when we should have better sense. . . Let us get united and we'll make the business what it ought to be.

Jno. Young (Hamilton)—We should enjoy our business.

W. C. Miller (Toronto)—The Ontario Retail Grocers' Association is making good progress. We expect before the new year to have submitted the petitions re amendments to Garnishee Law and Scale Inspection Act to the Provincial and Federal Governments. We want your co-operation and we look forward to success.

1. Section of Hamilton grocers' ball team before the conflict with Brantford. Captain Jno. Knox on the left. 2. The Rube and Suffragette Band, filling Mohawk Park with sweet music. 3. "Dad" Mellen, of Brantford, and Billy Miller, of Toronto, taken unawares. 4. President Ed. Hazell in the centre; looks like Wm. Smye on the left, and Jno. Kew on the inside right. 5. The Toronto contingent, including Alex. Hutchison, Donald McLean, R. W. Davies, Harry Macdonald, Robt. Matthews and W. Miller. The question is: Where was President Clark?

mered Mr. Cummings—combined with errors on the part of his comrades—for those 13 runs already recorded. All this was transpiring while Ed. Hazell, Fred T. Smye, James Wagstaffe and other good Hamilton ball players were looking on and ready to get into the game at a moment's notice. But to make a long story short, the teams who entered the combat were as follows:—Brantford—Jno. Kew, H. Burns, R. Welsh, B. Moore, W. Simmons, G. Bickle, S. Miller, H. Croley, T. Hammar. Hamilton—A. Hobson, J. M. Semmens, Jack Knox, M. Cummings, J. M. Brown, F. White, C. Henry, E. Hilton, and E. H. Young. The umpires were A. P. Nickle at the plate and Fred Small on the bases.

* * *

While all this was going on, Bay Hill was beating the drum for the rube band, and Wm. Smye, with the assistance of a band of other grocers, was trimming the travelers in another game of indoor-outdoor ball. The score here was 20 to 6. The teams in this game were:—Grocers—Donovan, Gower, Goodfellow, Henderson, Matheson, A. Lavis, C. Wilson, Wm. Smye and Taylor. Travelers—Plater, Cann, Jameson, Almas, Bard, Foot, Chubb, Day, and Sullivan.

* * *

At the "Hump" you will hear "some fine oratory." When the maid had cleared the supper dishes away Bay Hill, as chairman, mounted the table. Walking up and down its narrow surface, with a Japanese parasol, minus the colors, he delivered an oration that Demosthenes—could he have come back to Mohawk Park for that afternoon—would have envied. Others who spoke were Mr. Somerville, of Geo. E. Bristol & Co.; Jno. Young, W. J. Mellen, past president of the Brantford R.G.A.; D. W Clark, of Toronto, president of Ontario and the Toronto R G. Associations; D. B. Wood, of Hamilton, who had spent his boyhood days at Brantford; W. C. Miller, secretary of the Ontario R.G.A., and John Forth, of Hamilton.

In one's money's worth was also included a song or two by "Bay" Hill, with "rube band" accompaniment; a reading by "Billy" Dore, of Drummers' Snack fame, and several other impromptu selections.

Then when sombre shadows were once again cast over Mohawk Lake, the little band of retail grocers dispersed. The fun was over for another year.

NOTES ON THE DAY.

And the sun never smiled more brightly on Mohawk Park.

In the boot race, W. Goodfellow, Jno. Kew and E. Jamieson showed their heels to the rest of them.

Michael Cummings' home run was a mighty wallop. He was safe by 15 minutes on the throw-in.

"There was never a great man than there was a nutmeg grater"—one of Bay Hill's latest song hits.

The official "password" was a "non-transferable," "complimentary" ticket and a combination horn and rattle.

Last time Donald McLean visited Brantford he unwillingly took home a glass souvenir. This time he left his grip at home.

First man to meet the boys on arrival at Mohawk Park was "Dad" Mellen. He led the way to "headquarters" at the tent among the trees.

From Toronto there came D. W. Clark, Donald McLean, Richard Matthews, Harry Macdonald, R. W. Davies, W. C. Miller and Alex. Hutchison.

Robert Moncur, according to the chairman of the meeting, now holds the belt in the Hamilton Ananias Club. Hard to believe when you hear that story of the radial railway alleged to be going to the bad.

Among the Brantford grocers noticed on the grounds were President Kew, Fred Harp, Arthur Coulbeck, W. J. Mellen, Secretary Church, Jas. Burns. There were probably thirty or forty of them altogether.

TO HANDLE PURE SPICES ONLY.

Montreal, Sept. 17.—One of the leading wholesale grocery firms of this city has discontinued selling spices which might in any way bring discredit upon themselves later. Though what they were handling was undoubtedly commercially pure, they have not been satisfied with that, but have switched entirely to extra pure. Speaking to Canadian Grocer on the subject a member of the firm stated that, though the manufacturer claimed he would always back them up should trouble arise, still such procedure would not effectually avoid all humiliation attached. Accordingly, with a confidence that sales would not suffer, they now stock nothing but extra pure spices.

The CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President

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TORONTO, SEPTEMBER 19, 1913

RAIN AFFECTS CURRANT SUPPLY.

A letter dated Aug. 29 from Patras, Greece, has just reached The Canadian Grocer, dealing with the currant crop. This was sent by a large currant exporting firm in Patras, and points out that the market for currants is advancing.

The reason given for this advance is shortage of supplies due to rains during the drying and curing season. The curing process was delayed on this account, and as a result of the war, there is a scarcity of transportation means and labor.

While as yet a reliable estimate of the crop cannot be given, the opinion is general that it will be shorter than was anticipated a month or so ago.

"Unfortunately," says the writer of the letter, "more than half the crop is more or less rain damaged, therefore, prices for fruit that has escaped the rain, especially of the higher grades, are almost sure to advance as time progresses."

MISLEADING STATEMENTS MADE.

The Co-operative Association of Alberta, whose advertisement for shareholders, taken from an Edmonton paper, appears on another page of this issue, makes some assertions which are evidently misleading. In that advertisement some contradictory statements are made. The promoters allege that they are going to cut the cost of living and at the same time pay dividends quarterly on each co-operator's purchases of from 7 to 15 per cent., and interest at 6 per cent. annually on the share capital of each member.

All this is to be done and still goods will be sold at the "usual prevailing prices."

A financial authority's criticism has been included in this article on another page. He is a man who has had occasion to study, for many years, prospectuses, stock issues, financial statements, etc., and is a close student as well, of retail affairs. He says the statements made in The Alberta Co-operative Association's advertisement are very misleading. While it is possible to pay the dividends stated, this would have to be done at the expense of charging the consumer more than the usual price for the goods. The cost of living would actually, therefore, not receive any serious blow.

Shouldn't we have a commission to look into such affairs?

BREAKING A BUSINESS RULE.

In a recent issue of The Canadian Grocer there appeared an editorial designed to show the value of courtesy in business letters. An actual instance was cited wherein a grocer saved some money on a sugar purchase, after the price had gone up, by being courteous in a letter to a wholesale house, whereas another dealer lost the opportunity.

It was stated incidentally in that editorial that it was not business ethics for a traveler to take an order for sugar at the old rate after the price had advanced. Probably this point should have been brought out stronger. Where an article is sold at a stipulated price to the retail trade, it is known to all that the article should be invoiced at the prevailing price at the time the order is taken, and not at a price in vogue before the last advance. The trade understands that it is contrary to the contract the wholesaler holds with the manufacturer to sell on the latter basis, and therefore that when an order is taken and filled on this basis—where a fixed-price article is concerned—the traveler and the wholesaler are acting contrary to the law of business ethics.

THE WESTERN CROPS.

Writing from Regina, Sask., on the 13th, a Canadian Grocer correspondent states that the weather conditions last week were ideal for the farmer and threshing was proceeding at a rapid rate, the cutting, except of flax, being practically all done.

The yield per acre is in nearly all cases good, and the quality excellent, the latter being much better than for two years. On account of the absence of rain there is scarcely any damp or tough grain this season, which will be an additional factor in increasing the value of the crop.

The only present worry is the scarcity of help in some quarters. Owing partly to reports that are said to have been prevalent in the East, that the Western crop was not all that could be desired, and no doubt the fact that a large number of men who came west the last two years as harvest helpers were disappointed in the amount of money they were able to bring back with them; the number coming on the excursion this season were not as large as formerly. Had it not been for the numbers of men around the towns and cities who were available for harvest hands, the shortage of help would have been serious.

Splendid weather conditions, however, have contributed not only to the rapidity with which the harvesting has been handled, but enabled the farmers to do with less men than they could have done in wet weather.

This is also a great factor in facilitating the speed of the threshing. The sheaves, being dry, run through the machines much more rapidly than is possible with damp or wet straw.

Modern and improved machinery also helps to enable the farmer to do his threshing with less help than he was formerly forced to employ. A few years ago a threshing outfit that required about twenty men to operate it is now run with often about half that number, and quite as much accomplished. At almost every town the grain, particularly wheat, is beginning to come to the elevators,

but the movement is not in full swing yet. A few days more, however, and they will no doubt be working to their full capacity. The excellent country roads that dry weather produces on the province is another boon to the Western farmes this year.

The fact is, nearly everything looks very encouraging, and prosperity for the West is about as assured as could well be expected. The only drawback is the low price of grain, and there does not appear to be much hope of any material advance just now.

CORRECTING UNJUST STATEMENTS.

To show the fallacy of some of the statements made in the daily newspapers on retail grocers' profits, the following letter from the secretary of the Ontario Retail Grocers' Association to an offending paper is effective:—

The Retail Sale of Fruit.

Editor of the Star: I notice in the evening's issue of your paper an article referring to the fruit prices being charged in the city in comparison with what the growers receive for their products, and was much amused at the statement which is reported to have been made by a fruit grower from Winona to one of your staff, and which alleges that the retailer is making 300 per cent. profit on the small fruits. Peaches selling on Yonge Street at $1.25, costing at Winona 30 to 40 cents is a statement altogether too ridiculous. A high grade peach in a large-sized basket which the retailer would sell for $1.25 would probably cost him $1.00 to $1.10, giving him a profit of 15c to 25c per basket. Smaller or half-baskets, costing 42½c to 45c would be sold for 50c, giving the merchant 5c to 7½c on the basket. Surely this is a legitimate profit for any merchant. Who could do business and live for less. Plums selling at 50c to 60c a basket, costing 12c in Winona, is another vague statement.

The average profit which the retailer has on basket fruit is 10c, and he alone takes all the risk of fruit spoiling on his hands, which at this period of the year is an everyday occurrence. Suppose a merchant buys 25 baskets of peaches at 80c, and sells them at 90c, making a profit of 10c a basket, and happens to lose through waste two or three baskets, he will have lost money by handling them.

It is not fair to the retailer to have such assertions given such publicity in your columns without an opportunity to refute and contradict what must be most misleading in the eyes of the public and consumer. No other business shows such small margin of profit as that of the grocer, and as the wholesale fruit merchants who handle the fruit from the growers only work on a ten per cent. commission basis, the "poor" (?) farmer gets his goods marketed and sold for a very small cost, besides receiving his money for his fruit every week, which fact cannot be said for the average grocer, some having to wait for months and months for what they have practically had to pay cash for.

Assuring you that the alleged 300 per cent, profits of the grocer is only a myth and trusting you will give this the same publicity as you did the contra statement.

ONTARIO RETAIL GROCERS' ASSOCIATION,
W. C. Miller, Secretary.

If every diabolical statement made by the daily newspapers condemning the retailer, was taken up by the associations, there would soon be noticeable a little tempering of the unjust criticism of retailer's profits.

STOPPING PETTY PILFERING.

Do customers nibble at your fruit? Do they finger your prunes and your raisins? Do they sample your biscuits? Do they stick their fingers in the cracker barrel?

Down in an Ohio town the women have become so meddlesome in their demands on the retail grocer, that the retailer is carrying on a campaign of retaliation.

The club women first drew up a drastic pure food code and urged its passing on the council. Nevertheless, they continued to handle fruits that other people had to eat. Then the grocers took a hand in the game and a merry little scrap was on. They met in their association room and practically sent out a reply to the club women to stay at home and attend to their babies.

They also got out some signs and tacked them up in their stores reading:—

"Don't nibble our fruits!"
Don't sample our cakes."
Don't finger our prunes."
"Keep out of the cracker barrel."

Whether the women's drastic legislation passes or not, the grocers claim they will profit in the long run. The new signs are proving effective, eliminating a privilege to which some of the women thought they had a divine right.

"We will save on the stuff the women used to filch," declare the grocers.

EDITORIAL NOTES.

To attain greater efficiency one must eliminate the bad and substitute the good.

* * *

Everyone interested in window display should come into the Thanksgiving contest already announced.

* * *

The autumn equinoctial gales are due around the 21st of the month. Put another proper or two up against the store.

* * *

If the grocers themselves do not correct injurious statements made against them in the daily press, no one else will.

* * *

The autumn season once again finds the hen somewhat tired. Her fatigue sends up the cost of the family breakfast.

* * *

Meat extracts, condensed and canned soups, cocoa and cereal stock should be looked to at once. The autumn weather is with us again.

* * *

Hamilton grocers on approach of the autumn season are just as eager for the annual "Hump," as the camel for the water as he nears the oasis.

* * *

What more effective method to stop pilfering from the biscuit barrel, than to set a trap! If this method is considered inhuman why not show "dummy" biscuits?

* * *

We cannot run with the hare and hunt with the hounds. Neither can a co-operative society pay big dividends and sell more cheaply than the grocer. The society either fails or it charges the consumer more for the goods.

Oyster Week Will Mean Much to the Grocer

The More People Who Can Be Got to Purchase Oysters the Greater Will Be the Trade in Future—A Food That Can Be Highly Recommended—What Physicians Say About It—The Oyster is a Discriminating Feeder.

That "Oyster Week" proposal, which is set down in the calendar for the latter part of October, 20th to the 25th, is meeting with a favourable reception from grocers, fish dealers, hotels and restaurateurs, and the week itself probably will show that the public is quite determined to be included in a " good thing."

Fortunately the first samples of the bivalve, owing to the early spawning, have been in unusually good condition, and the opening weeks are showing a relative advance in sales compared with former years. The high cost of some fresh meats lends an opportunity to the grocer to extend his sales of oysters by bringing them prominently before his customers, and the advent of overcoat weather early this week will whet the appetite for this wholesome dish of the forties, thirties, twenties, ten, and units of Fahrenheit. So push the sale of this palatable and healthy food, be it raw or stewed, fried or boiled, served in any way it please them, from the half shell to the chafing dish.

EASILY DIGESTED.

Oysters belong to the more easily digested class of foods, and upon this depends to a large extent their nutritive value, as is the condition with all fish. There are few people with whom they do not agree, so that one of the most serious obstacles to many lines of foods is not present. A recent analysis of the composition of the oyster showed that the nutrients occur largely in forms in which they are readily assimilated. This is shown by the fact that one-half of the crushed oyster and one-fourth of the whole oyster is soluble in water.

Purity of the Oyster.

Now that public attention is becoming focussed on the cleanliness and purity of their food supplies, and the Inland Revenue Department is insisting on a "show-down" for adulterants or " compounds," and municipal councils are forcing milk into covered glass bottles, and one medical health officer has ordered white kid gloves in the equipment of a baker's delivery man, popular ideas about oysters' health are being rounded into their proper shape. A certain prejudice against oysters as a form of diet has, happily, been overcome, now that an intelligent conception has followed upon scientific investigation carried on under the strictest pure food regulations in the world.

A Chemist's Recommendation.

At the recent convention of oyster men in New York, Dr. Carl L. Alsberg, head of the United States Bureau of Chemistry, made this statement:—

" The fear that the oyster is a source of disease and is not a safe food, undoubtedly is one of the factors that adds to the pressure of the high cost of living. Because in very rare cases oysters from a bad bed have caused sickness, and because in many cases local authorities have sought to escape responsibility for polluted water or milk supply by placing the blame upon wholly innocent and silent oysters.

" It follows that as people stop eating oysters they eat more fresh meat—possibly more expensive meat. And, the more meat is eaten, the greater the demand and the higher the price.

" As a general proposition, it is fair to state that people run less risk of contracting typhoid fever from oysters than they do from drinking raw milk, or the water supplied in many communities. The great bulk of the oysters sold are wholesome. The number of oyster beds where pollution is even possible is relatively small. I could wish that the number of dangerous sources of milk supply was as small and that the percentage of pure wholesome milk was as great as the proposition of wholesome safe oysters that reach our tables."

The Department justifies its interest in stimulating the consumption of oysters by the fact that " every pound of food produced on land uses up some of our soil fertility." Therefore, every pound of sea food releases that much land for grain and fruit.

Compared With Other Foods.

A Government Report on oysters says: " Speaking roughly, a quart of oysters contains, on an average, about the same quantity of actual nutritive substance as a quart of milk or three-fourths of a pound of beef, or 2 pounds of fresh codfish."

It is well for the grocer to point out that oysters are now packed in their own juice, and go much farther than even two or three years ago, and the nutrient value of a quart is that much the greater.

No Fear of Contact.

Another argument in favor of the present method of handling is that oysters are now shipped in sealed cans with ice packed around these cans, but not coming in contact with the oysters, as was the custom a few years ago. No salt or other preventative is used, and the oysters reach their destination in perfect condition, not only well preserved, but absolutely free from any chance of contamination.

CLEAN IN FEEDING.

Oysters obtain food by drawing in water, then ejecting it, retaining the microscopic plants or vegetable formations it contains. This is a true filtering process, and the oyster is so particular about its food that anything unfit is spewed out. The flavor of an oyster depends upon its location. If a Rockaway oyster, according to one authority, is transferred to the Cotuit beds it will have, in three months, the Cotuit flavor. The shades of oysters vary with the localities where they mature.

FIG PACKERS, LIMITED, EXPAND.

The Smyrna Fig Packers, Limited, with head office in Smyrna, Turkey, have recently acquired the Sultana and olive oil businesses of Barry Freres, F. Fidao & Co., Lavdeos & Co., and C. Whittall & Co.

The company has also secured the services of the respective managers of these businesses. The Smyrna Fig Packers, Limited, were registered in London in 1912.

O. T., Limited, of Sydney and Melbourne, Australia, and London, Eng., manufacturers of a drink flavor, have extended their business to the Canadian market.

It is estimated that the bean crop in California this year will reach ten million pounds. This would be an increase of 10 per cent. over last year's crop.

Peaches, Profits and Prices are Discussed

Resumption of Meetings of Toronto R. G. A. After Summer Season—Wholesale Fruiterers Charged With Selling Direct—Misstatements of Newspapers as Regards to Profits Among the Topics—Is Charcoal Going Up?

Toronto, Sept. 17—(Special).—Monthly meetings of the Toronto Retail Grocers' Association were resumed on Monday evening last after the July and August summer vacation. President D. W. Clark was in the chair.

One of the chief topics of conversation was the alleged selling to the consumer by wholesale fruit men. One member considered that strict regulations should be drawn up and that every wholesaler breaking a rule should forfeit a certain sum.

Another told of a sale of 10 baskets of peaches he missed because he quoted a little higher figure than did the wholesaler.

"Oh, I phoned to ———, and they sent me up 10 baskets at 80 cents," was the reply of the woman when questioned as to whether she wanted the fruit or not.

A third told of a delivery to a private house near his store of a basket of tomatoes, and similar complaints came in from all sides. Names of those who refused to sell in this way were given by some members and checked over by others.

The Profit on Fruit.

The profit made by the retailer on fruit and other goods was another matter brought up by the reading of a letter by President Clark which appeared in an evening paper written by W. C. Miller. This letter is reproduced in the editorial page of this issue. The association concluded that this was a very proper thing to do. "Last year," said Donald McLean, "the retailer was charged with making $6.00 or so on a barrel of apples, and when the problem was analyzed it was seen to be a very different thing."

"We should show these papers up whenever such statements are made," declared another.

R. W. Davies cited a case where a retailer had a window full of last year's sockeye salmon selling at 20 cents. "We should ask the paper how much profit the grocer is getting out of that," he said.

Dealer Supplies the Brand.

Conversation next turned to the question of matches — how certain brands were selling, etc. An important statement was made in this regard. It was: "We are very seldom asked for any particular brand of matches—just a box of matches, that's all." Several others corroborated this which goes to show the confidence customers have in their "family grocer."

Whether or not charcoal would advance was still another point under consideration. Some had been told it would soon go up to a dollar a dozen, and many told of big stocks laid in for the winter. Although one or two did not think the price would advance just yet, the general impression was that it would. Cases where grocers were selling 4 for a quarter and 17 for a dollar were cited.

"There's where many are at fault in the grocery business to-day," remarked Robt. Matthews, "when they get a snap they give it away again."

SHORTAGE IN BARRELS OF PORK.

An Ontario dealer has called the attention of Canadian Grocer to the shortage in weight of barrels of pork in many instances. Some time ago he began weighing his pork, and discovered that he had not been getting what he thought he was, and consequently was selling at less per pound than would cover his expenses and allow him his margin.

"A barrel of pork," he said, "should contain 200 pounds. That has always been commercial law in Ontario just the same as a bag of potatoes always has been 90 pounds. But in one barrel I weighed there were some 15 pounds short. The net weight was only 185 instead of the 200. Your paper, I think, should call the attention of the trade to this matter. Practically every barrel I weigh is short."

With a barrel of pork costing, say, $29.00, and which should contain 200 pounds, the cost per pound is 14½c. If the dealer only gets 185 lbs. from the barrel he is, therefore, getting 15 lbs. less than he thinks he is, and is paying $2.17½ cents for the 15 lbs. weight he doesn't get.

This experience of the Ontario dealer confirms once again the importance of the old motto, "weigh, count or measure everything you buy."

"We all should," he stated, "weigh the pork as it comes to us, and if there is a shortage below the 200 lbs. we should all demand a refund."

ACTUAL EGG SHIPMENTS.

Editor Canadian Grocer.—I am enclosing two invoices of eggs shipped to Montreal. These were shipped by express and I took special pains to see that there were no cracked eggs put in the cases. I paid 21 cents a dozen for these in cash and was out of the money for some time.

I could have got 22 cents at my door from a local buyer.

Sept. 12, 13.

EASTERN ONTARIO MERCHANT.

The invoices from the Montreal buyer show that out of four cases of 120 dozen which comprised one shipment on 72½ dozen there was no loss, the merchant being paid 26 cents per dozen. Forty and a half dozen were No 1 at 21c.; 3½ cracks at 10c.; 1½ doz. at 5c. and 2 doz. bad. The other shipment of 2—30 dozen cases showed 24 doz., new laid at 26c.; 27½ No. 1 at 21c.; 3½ cracks at 10c.; 3 doz. at 5c., and 2 doz. bad.

INTERESTING TEA STATISTICS.

The imports of tea into the United States for the fiscal year ending June 30, 1913, were as follows:—

From.	Pounds.	Per Ct. Total.
Japan	44,381,278	46.3
China	23,728,418	25.3
British Grown—		
East Indies	10,411,288	
Canada ...	3,024,508	
U. Kingdom	12,238,114	
	25,673,910	27.3
Other countries	1,029,194	1.1
Total imports	94,812,800	100.0
Less exports	901,745	
Net imports	93,911,055	
Net imports 1911-12...	100,394,896	
Net imports 1910-11..	99,366,576	

The consumption per capita is not increasing, and is not nearly as high as between the years 1870-1897.

NEEDED IN UP-TO-DATE STORES.

Quebec, Sept. 5, 1913.

The Canadian Grocer.

Dear Sirs:—Please find enclosed $2.00 for my year's subscription to your valuable paper, which is needed in any up-to-date grocery business, as I appreciate it so.

O. LACROIX,
19 Rue Saint Joseph,
Quebec, Que.

ASSOCIATION NEWS

C. J. Wilson was elected president of the Vernon, B.C. Retail Merchants' Association at the second session of the second annual meeting of the association held in the office of the secretary, Fred W. Rolston.

There was a good attendance present and lively interest was manifested throughout in the work of the association. After the retiring president J. P. Martin, had called the meeting to order the secretary presented his second annual report.

"Since the association was organized in March, 1912," he said, "we have had 51 members on our roll, some of these have dropped out for various reasons, leaving us with the present number of 43.

"I might say that I have always been on the lookout for new members and have made it a point to interview every new business concern opening in the city and have so far succeeded in getting them to join our association.

"Through the energetic and able assistance of our president, J. P. Martin, I am able to report that we now have kindred asociations in every town in the Okanagan Valley, namely Kelowna, Penticton, Armstrong and Enderby."

* * *

There was a rumor to the effect that a certain large mail order house had made an offer to the Post Office Department to supply the boxes for the parcel post system free of charge. This, however, was taken up by the Dominion Board of the Retail Merchants' Association and a letter received from the Postmaster General's office to say that the rumor had no foundation whatever.

* * *

The merchants of Regina, Sask., have organized a local Retail Merchants' Association affiliated with the R.M.A. of Canada. This course was decided upon at a recent meeting at which the Saskatchewan organizer J. M. Brayley, E. M. Trowern, Dominion secretary, and J. L. S. Hutchinson, Saskatoon, president of the R.M.A. of that city were in attendance.

An attempt was made at the meeting to pass a resolution which reads as follows: "That in view of the fact that a proposal is now before the Saskatchewan Legislature asking the said Legislature to enact certain legislation to enable certain persons to form Co-operative Credit Societies which will have for their object the establishment of a host of small banks throughout the Province of Saskatchewan and to which those who are not familiar with banking matters will be asked to subscribe, we suggest that this matter be referred to the Provincial Executive of this association to be dealt with." The resolution was read to the meeting several times but after several suggestions it was decided to let it stand over until the next meeting of the Association.

The chief line of argument in favor of the establishment of the Association used by all of the speakers was the effect it would have upon the credit system of doing business, of which a great deal is done in the West. There are, according to the speakers, a great many people who ask for credit who have no intention of paying. Retail merchants of the West have no guard against these people and the Retail Merchants Association was the solution. A "black list" would be prepared from names furnished by members of the Association and a copy of this in the hands of every member would be a guard against dishonest customers.

J. S. L. Hutchinson, of Saskatoon, a very prominent wholesale and retail hardware merchant of that city, explained to the meeting the success which had attended the formation of the Saskatoon Retail Merchants' Association, of which he was president. It had been formed quite independently of the Dominion Association and had even then made a great success of reducing the number of small bad debts which are continually made with the retail merchant. The Saskatoon Association had realized, however, that joined with the Dominion Association it would be even stronger and had lost but little time in affiliating with it. He explained the sytem which had been in vogue in Saskatoon by which retail merchants who were members of the Association became cognizant of the "dead beats." Every customer of a merchant was reported to the Association by the merchants with whom he dealt, with a statements as to his credit. This had worked out most satisfactorily but even more success was expected when the Dominion Association was in position to issue its "black list."

The organizer, Mr. Brayley, also read to the meeting a petition which is being prepared and signed for presentation to the Saskatchewan Government asking for the establishment in this province of a Small Debts Court. Over one thousand signatures have already been appended to this petition and it will, when completed be presented to the government. This system is in effect in British Columbia and has, according to the speakers, been most successful.

Mr. Williamson of Burton Bros., was appointed secretary pro tem of the local branch and Mr. MacDonald chairman pro tem. The next meeting will be called at the will of Secretary Williamson.

* * *

The matter of making it more easy in Saskatchewan for merchants to collect debts was the subject of considerable discussion at a recent meeting of the Saskatoon Board of Trade.

This had been the subject of a note from F. R. McMillan, with a clipping from a western paper, to the effect that at a meeting in Edmonton, the action of the Calgary retail merchants in attempting to have legislation passed altering the law on the matter as at present was warmly commended.

The matter was fully discussed, it being stated that the way a debtor so minded might ignore his liabilities was a disgrace, and the statement being made that the present position of the law put a premium on dishonesty.

President Isbister thought that something after the nature of the law in Ontario and British Columbia should be introduced, whereby when a judgment had been given against a party the judge could fix the amount he had to pay each week, and if the sum were not paid, the debtor could be brought up on a charge of contempt of court and imprisoned. In Ontario, Mr. Isbister pointed out, the various loopholes for an unwilling debtor to escape were blocked. If he declared the business was his wife's, he was subjected to a rigid examination as to the actual wages he was receiving, and also had to answer many other questions which made the evasion of the law a difficult matter.

It was thought that it would be an excellent thing to have a recommendation that legislation be sought along the lines obtained in Ontario, drawn up and submitted to the western associated boards of trade which would meet shortly in Winnipeg.

Editorial Note.—Even if a judge in Ontario has the power to state the amounts a debtor should pay weekly or monthly, Ontario merchants are anxious to secure more advanced legislation. As it is now a merchant must sue through the costly Division Court, the expense of collecting being often more than the bill itself. Then again if the debtor does not pay the stated monthly sum as arranged by the judge, the merchant has to sue him again for that. What appears to be needed throughout Canada is an inexpensive small debt court and every association should work to that end. As the law stands now it is an injustice to the great band of retail merchants of Canada.

Current News of the Week

Quebec and Maritime Provinces.

Alex. Stevenson has opened a grocery store in Andover, N.B.

Ed. Quinn, of B. J. Johnson & Co., Toronto, was in Montreal last week appointing salesmen for Quebec and Maritime Provinces.

A. E. McCuaig, of Toronto, general manager of the Canadian Cereal and Flour Mills, Ltd., was in Montreal last week on business.

The Three Rivers Fish & Fruit Co., of Three Rivers, Quebec, has dissolved, and George Lanouette will continue the business under the same style.

S. H. Ewing & Sons, spice manufacturers, Montreal, began this week to enlarge their plant. The fire of two weeks ago brought matters to a head and caused operations to be commenced at once.

Henri de Leeuw, Toronto, representing A. J. Ten Hope & Co., and S. de Leeuw & Zonens, Exporthandel, Amsterdam, Holland, was in Montreal this week calling on the trade with C. C. Rendell, late of West India Co., Ltd., and now looking after the de Leeuw interests in Montreal.

Henri Menier, head of the chocolate manufacturing firm that bears his name, died early Saturday morning in Paris, after a long illness. He was 60 years old. In addition to his connection with the chocolate business, Mr. Menier was chiefly known in this country because of his purchase from the Canadian Government, in 1896, of the island of Anticosti, at the mouth of the St. Lawrence River. Later, he became involved in disputes with the St. Lawrence fishermen and with the Dominion Government as to his control over the island.

Ontario.

W. G. Pepper has succeeded W. Smith, grocer, Ottawa, Ont.

Healy & Healy, Toronto grocers, have sold to Geo. E. Rathwell.

Hellard, Ltd., are succeeding Allan Hellard, grocer, Ottawa, Ont.

E. Boragles, groceries and fruits, Toronto, has sold out to Angelo Carperento.

The Maple Leaf Condensed Milk Co. of Windsor, Ont., has obtained a charter.

W. E. Irving, of Howe McIntyre Co., Montreal, was in Toronto during the week.

John Stuart, a former wholesale grocer in Hamilton, Ont. (Jno. Stuart, Son, & Co.) died in Toronto during the week at the age of 83 years.

Carrol's of Hamilton, Ont., have opened a new grocery store at corner of Queen street and Charlton Ave. This makes ten operated now by Mr. Carrol.

John Kerr, who recently disposed of his general store business in Wingham, Ont., has purchased a grocery business in Palmerston from Joseph Pugh. Mr. Pugh, a former resident of Wingham, is returning there.

A permit has been granted by the London, Ont., authorities to the Kellogg Toasted Corn Flakes Co., for an addition to their new plant. This will be 40 x 90 feet and four stories high, the estimated cost being $25,000.

A London, Ont., buyer of produce, etc., says there is plenty of poultry in the country this fall, notwithstanding pessimistic early reports. There will be plenty of turkeys to go around, he is confident, with the price at least no higher than last year.

W. H. Millman, Toronto, visited the bean districts of Western Ontario this week, and states that samples are excellent, the finest in a long time. Good beans, he believes, will go a long way to prevent importations for some time at least. There is a fair crop as to quantity.

Western Canada.

O. S. Moffatt is opening a grocery store in Perdue, Sask.

Robt. Broadfoot has opened a general store in Gladstone, Man.

A. D. Nicholson, has succeeded James Parkhill, grocer, Moose Jaw, Sask.

The stock of D. H. Sexton, grocer, Vancouver, B.C., was damaged by fire.

The branch of the Swan Grocery, Calgary, Alta., has been sold to Levique Bros.

J. L. McLeod, general merchant, Kisbey, Sask., has sold out to J. W. Lynch & Co.

C. H. Carroll, general merchant, Marquis, Sask., is succeeded by J. W. Pritchard.

James Hoolahan, of St. Agathe des Monts, Que., has opened a branch store in St. Paul des Metis, Alberta.

Two firm changes are reported from Vistoria, B.C.: J. A. Shanks, grocer, is succeeded by John Cooper, and Miss M. Masson by S. J. Stevens.

Dominion Canners, Hamilton, Ont., have taken over the Vernon Jam and Canning Co., at Vernon, B.C. They have also a factory at Summerland, B.C. Both of these are in the Okanagan Valley.

GREAT MEN HAD HARD JOBS.

"Every man who has made a name for himself, has had a hard job."

This was a statement made by a minister in a Canadian church recently and it is worthy of consideration. He cited a number of the world's celebrities to prove his statement.

Here is something for the clerks to think about. Do any of you consider your job too hard? Are you in search of an easier one? If you do and if you are, just think of the great men who have made names for themselves. All of them had hard jobs. That's why they became prominent. Had they spent their time on something easy, they never would have become known to the world. If, then, your work is hard, that is just the way you want it.

GOOD FOR THE STOMACH, BUT ! !

A Montreal reader of Canadian Grocer sends the following olive oil story which occurred in the home of a friend in that city:—

"Some American friends were over and at supper salad was served. Olive oil was in demand but my friend noticed that one of the ladies did not take any too kindly to the salad. He tried it himself also but failed to get away with the olive oil. It seemed to have gone bad. He called in the Chinese cook and told him that the oil had gone bad. When he assured him that it was the same as that used last time, he asked for the bottle to investigate himself. On getting it in he found the Chinaman had used the cod liver oil.

Salesmanship is not merely getting rid of the goods; it is selling them so they pay a profit.

NEVER WITHOUT THE GROCER.

N. Carmichael, 39 Roxboro West, Toronto, in renewing his subscription, writes as follows re The Canadian Grocer:—

"Never was without Canadian Grocer since it started, and don't expect to be while I have any interest in business."

Corn Products Have Advancing Tendencies

Crop Shortage in United States Affects Many Lines—Sugar Demand Keen—Future Prunes Strong—Rain Hurts Currants During Curing Process—Drop in Cotton Seed Oil—Business Conditions Looking Brighter.

MARKETS IN BRIEF

QUEBEC.

PRODUCE AND PROVISIONS—
- Compound lard drops to 10½c tierce basis.
- Eggs advance 1c owing to scarcity of new laids.
- 20-lb. new cheeses move up another ½c.
- Lower prices predicted on honey.

FISH AND OYSTERS—
- Haddock and halibut show greater firmness.
- Lake trout easier. Doree drops 2c; trout 5c per lb.
- Lobsters advance following more marked scarcity.
- Green cod move up $1 per barrel.
- Oysters more plentiful, and easing in price.

FRUITS AND VEGETABLES—
- Canadian barrel apples appear on market.
- First Cape Cod cranberries arrive.
- Prices on many lines show decline.
- Dealers figure on new tariff to help vegetable market.

FLOUR AND CEREAL—
- Millers begin to ship blended flour.
- Quality much above average of former years.
- Firmness rules on all cereals and millfeeds.

GENERAL GROCERIES—
- Advance on cocoanut in bulk and in packages.
- Pot barley jumps to $6.75 per barrel
- Pearl sago drops ½c per pound.
- Prunes advance ½c for futures only.
- Canary seed shows decline of ½c.
- Cottonseed oil drops 15c, and is followed by decline in compound lard. Pure lard also declines.

ONTARIO.

PRODUCE AND PROVISIONS—
- Advance in eggs due to slowing up of production.
- Butter market awaiting passage of U.S. Tariff Bill.
- Honey inclined to be lower.
- Hog prices still maintained.

FISH AND OYSTERS—
- Advance in halibut due to stormy weather.
- Demand for oysters good for so early in season.
- Fall fish season generally opening up well.

FRUITS AND VEGETABLES—
- Strength shown in potatoes. Probable effect of U.S. tariff.
- Cranberries in barrels make their appearance.
- Peaches touch lowest point of season.
- Onion crop not expected to be large.

FLOUR AND CEREALS—
- Export call for oats firms oat products.
- Wheat crop in West good; prices higher than year ago.
- Cornmeal strong owing to crop shortage.
- Mill feeds show still further strength.

GENERAL GROCERIES—
- Corn syrups and starches strong owing to corn crop shortage.
- Cream of tartar has advancing tendencies, but market generally firm.
- Bean crop reported good, as well as quality.
- Currants in primary market higher on account of rain.

QUEBEC MARKETS.

Montreal, Sept. 17.—Trade in all lines is marked with considerable activity for season, and general feeling amongst trade is that financial situation is clearing up greatly. Whether men are actually beginning to consider investing money on various speculations again, or whether promoters are hustling more than ever, there is at least a booming on the Montreal Stock Exchange. And as activity in stocks can generally be taken as a fair guide, it can be concluded that a clear financial horizon may early be expected.

SUGAR.—Though raws in New York have eased off slightly—a matter of probably 1 or 2 per cent.—markets still continue firm in Montreal. In refined, too, there is a good firm feeling, and in face of a few weeks still of heavy consumption there appears every reason to look for a good firm feeling to prevail on the market.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	4 50
20 lb. bags	4 60
2 and 5 lb. cartons	4 80
Second grade, in 100 lb. bags	4 35
Extra Ground Sugars—	
Barrels	4 90
50 lb. boxes	5 10
20 lb. boxes	5 30
Powdered Sugars—	
Barrels	4 90
50 lb. boxes	5 10
25 lb. boxes	5 10
Paris Lumps—	
100 lb. boxes	5 25
50 lb. boxes	5 45
25 lb. boxes	5 55
Crystal Diamonds—	
Barrels	5 30
100 lb. boxes	5 45
50 lb. boxes	5 55
5 lb. cartons	6 40
Crystal Dominoes, cartons	7 20
Yellow Sugars—	
No. 3	4 55
No. 2	4 55
No. 1	4 15

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

MOLASSES AND SYRUPS.—Bottom in molasses market now appears to have been reached at primary sources, and from this out firmness may be looked for. "While I don't expect that the jobbers will make any early change," stated one importer this week, "still prices will eventually need to be put up, and an advance may be made around the New Year. Shipping is now over, so that from this out storage charges, interest, etc., will have to feature in prices.

Firmness continues to rule in all corn syrups on account of the exceedingly high price of corn. Some dealers still talk of even further advances.

Barbados Molasses—	Prices for Island of Montreal. Extra Fancy.	Fancy.	Choice
Puncheons	.44	.41	.39
Barrels	.47	.44	.42
Half Barrels	.49	.46	.44

For outside territories prices range about 2 cents lower per gallon than for delivery, Island of Montreal.

Carload lots of 20 puncheons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3½c; ½ bbls., 3¾c; ¼ bbls.	0 04
Pails, 38½ lbs., $1.85; 25 lbs	1 35
Cases, 2 lb. tins, 2 doz. in case	2 50
Cases, 5 lb. tins, 1 doz. in case	2 85
Cases, 10 lb. tins, ½ doz. in case	2 75
Cases, 20 lb. tins, ¼ doz. in case	2 70
Maple Syrups—	
Pure, per 8½ lb. tin	0.75
Pure, in 15 gal. kegs, 8c. per lb., or per gal	1.00
Maple Sugar, pure, per lb.	0 10 0 11

DRIED FRUITS.—For futures, prices on prunes have advanced ½ cent. during past week. There is, however, no change for immediate shipment.

On primary sources all fruits are moving upward. Figs are scarce. Prices asked now show about 1 cent advance, with prospects of even further advances later. Seeded raisins have also gone up ¼c, seedless ⅛c, and California loose muscatels ¼c. Scarcity too is reported in all apricots, peaches and prunes.

EVAPORATED FRUITS.	Per lb.
Apples, 50-lb. boxes	0 07½ 0 08
Nectarines, choice	0 11
Peaches, choice	0 09¾
Pears, choice	0 12½
DRIED FRUITS.	
Candied Peels—	
Citron	0 17
Lemon	0 11
Orange	0 12
Currants—	
Amalias, loose	0 07
Amalias, 1-lb. pkgs.	0 07½ 0 08½
Filiatras, fine, loose	0 06½ 0 07
Dates—	
Dromedary, package stock, per pkg..	0 10
Fards, choicest	0 11
Hallowee, loose	0 05
Hallowee, 1-lb. pkgs.	0 06½
Figs—	
Finest, 6 crown, about 12 pounds....	0 15
Same fruit, 5 and 4 crown, 1 and 2 cents less.	
Prunes—	
40 to 50, in 25-lb. boxes	0 13
50 to 60, in 25-lb. boxes	0 12
60 to 70, in 25-lb. boxes	0 11
70 to 80, in 25-lb. boxes	0 07½
80 to 90, in 25-lb. boxes	0 07
Raisins—	
Malaga table, box of 22 lbs., according to quality	2 50 5 25
Muscatels, loose, 3 crown, lb.	0 07½
Sultana, loose	0 10
Sultana, 1 lb. pkgs.	0 11
Valencias, old stock	0 04
Seeded, fancy	0 09½
Seeded, choice	0 09

Prices quoted on all lines of fruits liable to be shaded for quantities, according to the state of the market.

TEAS.—Feature of Japan tea market throughout season so far has been satisfaction supplies received have been giving. Quite a marked improvement has been noticed both in appearance and quality—quite contrary to way the market has been running for the last few years. From price standpoint firmness continues on practically all markets.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 18	0 25
Common	0 15	0 18
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
Garden grown	0 75	1 00
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson		0 22
Spanish No. 1		0 12¾
Virginia No. 1		0 13¾
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey, gunpowder, pinhead	0 30	0 50

COFFEES.—On primary sources shippers are still holding out for prices, and buyers refusing to buy except on hand-to-mouth basis, thinking that figures asked are far too high. Firmness generally prevails in South, and is reflected to corresponding extent here.

Coffee, Roasted—	Per lb.	
Jamaica	0 21½	0 23½
Java	0 29	0 33
Maracaibo	0 21	0 23
Mexican	0 25	0 28
Mocha	0 28	0 29
Rio	0 19½	0 21½
Santos	0 20½	0 23

SPICES.—Even greater firmness rules in cream of tartar this week. Prices have been creeping up for some time, but before another week importers expect marked advance. Crop of grapes in France, from which cream of tartar is a by-product, is reported almost a failure, hence the firm condition.

Peppers, too, are beginning to take on a more marked firmness.

Canary seed dropped this week ½ cent per lb. This is due to the fact that Balkan War has now reached an end, and also that new crop should soon be appearing. Gradual decline in prices may be looked for for some time yet, as prices are still some three or four cents higher than last year.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	0 10	0 13—0 15
Allspice, whole		0 12—0 15
Cinnamon, whole		0 20—0 25
Cinnamon, ground	0 17—0 18	0 20—0 25
Cinnamon, Batavia		0 25—0 35
Cloves, whole		0 25—0 30
Cloves, ground	0 18—0 23	0 28—0 30
Cream of tartar	0 18—0 21	0 27—0 30
Ginger, Cochin	0 12—0 15	0 18—0 21
Ginger, Jamaica, ground	0 15—0 18	0 22—0 25
Ginger, Jamaica, whole		0 22—0 25
Ginger, African, ground		—0 16
Mace		0 75—1 00
Nutmegs, brown, 64s, 50c; 80s, 40c; 100s		—0 35
Nutmegs, ground, bulk, 40c; 1 lb. tins		—0 50
Pastry spice		—0 25
Peppers, black, ground	0 10—0 14	0 17—0 20
Peppers, black, whole		0 18—0 20
Peppers, white, ground	0 15—0 23	0 27—0 30
Peppers, white, whole		0 26—0 28

Seeds—	Per lb.	
Canary	0 07½	0 09
Caraway, Canadian		0 10
Caraway, Dutch		0 14
Cardamon	1 25	1 50
Celery	0 40	0 50
Hemp	0 05½	0 06
Rape	0 07	0 07½

RICE AND TAPIOCA.—Those firms who refused to drop prices on brown sago some three weeks ago have this week fallen in line, and reduced prices ½ cent per lb. Otherwise there is no change to announce. With cold weather coming on, however, demand is beginning to increase for all kinds of rices.

Rangoon Rice—	Per cwt.
"B," bags 50, 100 and 250 lbs.	3 15
"B," pockets, 25 lbs.	3 25
"B," pockets 12½ lbs.	3 35
"C.C.," bags 50, 100 and 250 lbs.	3 05
"C.C.," pockets 25 lbs.	3 15
"C.C.," pockets 12½ lbs.	3 25
India bright	3 30
Lustre	3 40

Fancy Rices—	Per cwt.
Polished Patna	4 40
Pearl Patna	4 60
Imperial Glace	4 90
Sparkle	5 10
Snow, Japan	5 30
Ice drips, Japan	5 45
Crystal, Japan	5 10
Carolina head	7 10

Imported Patna—	Per lb.	
Bags, 224 lbs.	0 05⅛	0 05⅜
Half bags, 112 lbs.	0 05¼	0 05½
Quarter bags, 56 lbs.	0 05⅜	0 05⅝
Velvet head Carolina	0 09	0 10
Sago, brown	0 05	0 05½

Tapioca—	Per lb.	
Singapore, medium pearl	0 05	0 05½
Singapore, seed	0 05½	0 06
Penang	0 04½	0 05

NUTS.—All jobbers this week advanced their prices on cocoanut. Some give the change as 2 cents all round, both on bulk and packages; others as ½ cent on bulk and 3 cents on packages. The former, however, appears the more common.

In shell—	Per lb.	
Almonds		0 17
Brazils	0 20	0 21
Filberts	0 13	0 14
Peanuts, American, according to qual.	0 09	0 12½
Peanuts, French		0 09
Pecans, polished, large	0 18	0 19
Walnuts, marbots	0 15	0 16
Shelled—		
Almonds, Valencia	0 38	0 40
Almonds, Alicante		0 45
Almonds, Jordan		0 50
Cocoanut, shredded p.kgs., ¼ lb., 3oc., ¼ and ½ lbs., mixed, 29½c; ¼ and ⅛ lbs., mixed		0 30½
Cocoanut, shredded, pails, 10 & 15 lbs.		0 [illegible]
Cocoanut, shredded, tins, 5 lbs.		0 21
Peanuts	0 08	0 09
Walnuts	0 31	0 33

DRIED VEGETABLES.—Though a decline was registered in pot barley only two weeks ago, this week prices have gone up with a vengeance. An advance at this season, when new crop is just coming in, appears peculiar, and makes dealers think that some manipulating is being done on market.

Beans—	Per bushel.	
Austrian, H. P.		2 50
Canadian, prime	1 80	1 90
Canadian, extra H. P.	2 00	2 40
Yellow eyes		3 25
Brown		2 75
Peas, Canadian, per bus.		2 60
Peas, green, imported, bus.		2 60
Barley—		
Pot, per bbl.		6 75
Pot, per bag		3 00
Pearl, Scotch, per bag of 112 lbs.		3 75

COTTON SEED OIL.—Cotton seed oil dropped this week 15 cents to $1.10 and $1.25 per gallon. This decline has caused an easing off on compound lard also, which is now quoted around $2.20 and $2.25 on 20-lb. pails in wood, and $2.10 and $2.15 on 20-lb. pails in tin.

ONTARIO MARKETS.

Toronto, Sept. 18.—Wholesalers are looking with keen satisfaction as the crop situation in the West outlines itself more distinctly and reaches a point beyond any risk of a collapse. Not only will an impartial section of their distributing system be brought closer to normal, but Ontario and the rest of the East, they expect, will experience a toning up. No one is complaining, but all, naturally, would welcome a greater elasticity in "stocking-up" facilities and a return of the old-time unlimited confidence of the retailer.

The trio of weekly possibilities that have been, in turn, the feature of the market during the past six weeks, sugar, starch, and corn syrup, were inactive this week.

SUGAR.—The demand continues good in the preserving season, and the cheaper prices of fruit the past week have stimulated buying.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	4 60
20 lb. bags	4 70
2 and 5 lb. cartons	4 90
Beaver granulated, in 100 lb. bags	4 45
Extra Ground Sugars—	
Barrels	5 00
50 lb. boxes	5 20
25 lb. boxes	5 40
Powdered Sugars—	
Barrels	4 80
50 lb. boxes	5 00
25 lb. boxes	5 20
Paris Lumps—	
100 lb. boxes	5 35
50 lb. boxes	5 45
25 lb. boxes	5 65
Crystal Diamonds—	
Barrels	5 40
100 lb. boxes	5 35
50 lb. boxes	5 45
5 lb. cartins	7 50
Crystal Dominoes, cartons	7 60
Yellow Sugars—	
No. 3	4 55
No. 2	4 45
No. 1	4 15

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

MOLASSES AND SYRUPS.—Corn syrups gave no sign of uneasiness at present prices, and the slight reaction in the corn markets may hold them down for a short time longer.

Syrups—	Per case.	
2 lb. tins, 2 doz. in case		2 50
5 lb. tins, 1 doz. in case		2 85
10 lb. tins, ½ doz. in case		2 75
20 lb. tins, ¼ doz. in case		2 70
Barrels, per lb.		0 03½
Half barrels, lb.		0 03¾
Quarter barrels, lb.		0 04
Pails, 38½ lbs. each		1 85
Pails, 25 lbs. each		1 35
Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels		0 28
West Indies, half barrels		0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50
Maple Syrup—Compound—		
Gallons, 6 to case		4 80
½ gals., 12 to case		5 40
¼ gals., 24 to case	4 80	5 40
Pints, 24 to case	2 70	3 00
Maple Syrup—Pure—		
5 gallon cans, 1 to case		1 25
Gallons, 6 to case	6 60	8 00
½ gallons, 12 to case		7 25
Quarts, 24 to case	7 25	8 40
Pints, 24 to case		4 70
Maple Sugar—		
Pure, per lb.	0 14	0 15
Maple Cream Sugar—		
24 twin bars		1 80
40 and 48 twin bars		3 00
Maple butter, lb. tins, dozen		1 80

SPICES.—Mention was made last week of some decrease in sales for pickling as compared with the last two years. A large manufacturer told Canadian Grocer that in Toronto, at least, the recent vogue of apartment living made an appreciable difference in the amount of spices used through a decrease in pickling. "So many people have given up houses and gone into apartments and 'light housekeeping,' and now depend on buying pickles and preserves. It is on the decrease in private houses as well," he added. "Take tomatoes. A few years ago you could get a whole bushel for a quarter. Now a basket costs more, so that people feel it is really not worth while doing things up themselves, they cost so much."

Cream of tartar is quoted variously all the way from 30 cents to 35 cents, but mostly at the higher figure.

So far as mixed pickling spices are concerned, one manufacturer doing a Canadian trade stated his business up to a week ago was some 4,000 pounds ahead of last year.

	5 and 10 lb. Tins.	¼ lb. pkgs. doz.	¼ lb. tins. doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 85	—1 08
Cream tartar	33—35		
Curry powder	—35		
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00		0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	19—22	67—0 75	80—0 90
Peppers, white	27—29	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18		

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Cardamon seed, per lb., in bulk	1 80	2 25
Carroway, per lb.		0 10
Cinnamon, Ceylon, per lb.		0 50
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 60	0 70
Shredded cocoanut, in pails	0 18	0 20

RICE AND TAPIOCA.—The market shows no changes this week.

Rangoon, per lb.	0 03¼	0 04
Rangoon, fancy, per lb.		0 05½
Patna, per lb.	0 05½	0 06½
Japan, per lb.	0 05½	0 08
Java, per lb.	0 06½	0 07
Carolina, per lb.	0 08	0 10

Sago—		
Brown, per lb.	0 05	0 05½
White, per lb.	....	0 05½
Tapioca—		
Bullet, double goat	....	0 09½
Medium pearl	....	0 05
Seed pearl	....	0 05½
Flake	....	0 09½

NUTS.—Like so many other lines, nuts are at the transition period between the old and the new crops, with the latter due in a few weeks. A report from London says that the crop prospects for Marbot walnuts in France and Italy are satisfactory, and it is hoped to see moderate opening prices. At present filberts are slightly higher.

		Per lb.
In shell—		
Almonds, Formigetta	0 15	0 16
Almonds, Tarragona	....	0 17
Brazils	0 20	0 22
Filberts, Sicily	....	0 12½
Filberts, Barcelona	....	0 09½
Peanuts, green, per lb.	0 10½	0 11
Peanuts, roasted	0 12½	0 14
Pecans	0 18	0 20
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Grenoble	0 16	0 16½
Walnuts, Marbots	0 15	0 15½
Walnuts, Cornes	0 13	0 14
Shelled—		
Almonds	0 40	0 41
Filberts	....	0 27
Peanuts	0 09	0 10
Pecans	....	0 75
Walnuts	0 32	0 35

DRIED FRUITS.—"Futures" are the chief concern in dried fruit circles, and reports of the new crops are being scanned eagerly. Among the latest is from Smyrna that the first estimate of figs must be reduced owing to rains. Another says that bulk farde dates will be half a cent. higher. The currant market is a trifle easier owing to damage by rain.

Apples, evaporated, per lb.	0 07½	0 08
Apricots—		
Standard, 25 lb. boxes	0 16	0 18
Choice, 25-lb. boxes	0 18	0 20
Fancy	0 22	0 24
Candied Peels—		
Lemon	....	0 12½
Orange	....	0 13
Citron	....	0 18
Currants—		
Filiatras, per lb.	....	0 07
Amalas, choicest, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Vostizzas, choice	....	0 10
Vostizzas, shade dried,	0 10½	0 11
Cleaned, ¼ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½
Figs—		
Natural figs, in bags, lb.	0 06	0 07
Comadre figs, in taps, per lb.	0 04	0 04½
Eleme figs, in boxes, according to size, lb.	0 10	0 15
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 09	0 10
Choice, 50-lb. boxes	0 08¾	0 09
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, old stock	0 06	0 06½
Seeded, fancy, 1 lb. packets	....	0 09½
Seeded, choice, 1 lb. packets	0 08	0 09

COFFEE.—The market continues steady for the better grades. The cheaper coffees are averaging 3 to 4 cents lower compared with a year ago, and are expected to go even lower. For instance, beans that cost 15 cents, wholesale, are down to 11 cents. The better grades, however, maintain their price.

Coffee, Roasted—		
Bogotas	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 35
Maricaibo	0 25	0 26
Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 18	0 20
Santos	0 21	0 23
Chicory, per lb.	0 10	0 12

TEA.—The packers are trying to size up the situation, but all agree that black teas will be much higher. China teas will be on the market in a couple of weeks. A packer stated to Canadian Grocer that there was a perceptible improvement in the quality of tea being bought by the public, and far more were willing to take a 30 cent brand instead of a 25 cent. A London letter reports that "from all parts of India weather and prospect reports are normal," in spite of the fact that 33,516 packages of Indian, Ceylon and Java, less than the corresponding week last year, passed under the hammer. Darjeeling exceptionally reports "blight severe and checking leaf." The August average realised for Indians was 9¾d. against 9d. last year, and similarly for Ceylons 8¾d., against 8d. in 1912.

BEANS.—Reports from this province state that the quality is excellent, and the home-grown bean will be more favorably received this year than for many past seasons. The crop is at least good.

Beans—	Per bushel.
Austrian H. P.	2 50
Canadian, prime	2 60
Canadian, extra H. P.	2 40
Yellow eyes	3 25
Brown	2 75
Peas, Canadian, per bushel	2 60
Green, imported, bush.	2 60

CANNED GOODS.

Montreal, Sept. 17.—Speculation is running high as to what opening prices on late vegetables will be. One dealer this week claims that tomatoes are likely to open between $1 to $1.10 per doz on 3's, which appears about the figure most generally struck.

Reports regarding growing crops, however, are inclined to be unfavorable. Throughout the Maritime Provinces report has it that frost has greatly injured tomatoes, and from Eastern Ontario comes the complaint that fruit is very slow in ripening, and that canners who should now be working full blast are half shut down on account of being unable to get ripe fruits. While these reports may be exaggerated, there is in all probability a considerable amount of truth in all of them.

VEGETABLES.

	Group A,	per doz.
2's Asparagus Tips	....	2 27½
2 s Asparagus Butts	....	1 42½
2's Beets, Sliced, Blood Red, Simcoe	....	0 97½
2's Beets, whole, Blood Red, Simcoe	....	0 97½
2's Beets, Whole, Blood Red, Rosebud	....	1 27½
3's Beets, Sliced, Blood Red, Simcoe	....	1 32½
3's Beets, Whole, Blood Red, Simcoe	....	1 37½
3's Beets, Whole, Blood Red, Rosebud	....	1 52½
3's Cabbage	....	0 97½
2's Carrots	....	0 97½
3's Carrots	....	1 27½
2's Peas, Standard, sieve 4	....	0 82½
2's Peas, Early Junes, sieve 3	....	0 85
2's Peas, Sweet Wrinkles, sieve 2	....	0 87½
2's Peas, Extra Fine Sifted, sieve 1	....	1 27½
Gals. Peas, Standards	....	4 02½
Gal. Peas, Early Junes	....	4 12½
Gal. Peas, Sweet Wrinkles	....	4 27½
2's Spinach	....	1 27½
3's Spinach	....	1 77½
Gals. Spinach	....	5 30
Beans—		Group A
2s, golden wax, midget, Arctic brand		1 15
2s, golden wax		0 85
3s, golden wax		1 22½
Gallon, golden wax		3 52½
2s, Refugee or Valentine (green)		0 85
3s, Refugee (green)		1 22½
2s, Refugee, midget, Auto brand		1 15
Gallons, Refugee		3 52½
(Group B is 2½c. doz less in each case.)		

FRUITS.

2's Black Cherries, pitted H.S.	....	1 92½
2's Black Cherries, not pitted H. S.	....	1 52½
2's Red, Ptd, Cherries, H.S.	....	1 92½
2's Not ptd., Red Cherries, H.S.	....	1 52½
Gals., Ptd., Cherries	....	8 52½
Gals. Not Ptd, Cherries	....	8 02½
2 s Cherries, White Ptd., H.S.	....	1 92½
2's Cherries, White, Not Ptd., H.S.	....	1 52½
2's Black Currants, H.S.	....	1 92½
2's Preserved, Black Currants	....	2 27½
Gals. Black Currants, Standard	....	5 27½
Gals. Black Currants, Solid Pack	....	8 27½
2's Red Currants, H.S.	....	1 92½
2's Red Preserved Currants	....	2 27½
Gal. Red Currants, Standard	....	5 27½
Gals. Red Currants, solid pack	....	8 27½
2's Gooseberries, H.S.	....	1 77½
2's Gooseberries, Preserved	....	2 02½
Gals. Gooseberries, Standard	....	7 02½
Gals. Gooseberries, solid pack	....	8 77½
2's Pineapple, sliced, H.S. White Bahama	....	1 92½
2's Pineapple, grated, H.S. White Bahama	....	1 47½
2's Pineapple, whole, H.S., White Bahama	....	1 92½
3's Pineapple, whole, H.S. White Bahama	....	2 47½
2's Rhubarb, Preserved	....	1 52½
3's Rhubarb, Preserved	....	2 27½
Gals. Rhubarb Standard	....	3 52½
2's Strawberries, H.S.	....	1 92½
2's Strawberries, Preserved	....	2 27½
Gals. Strawberries, standard	....	7 52½
Gals. Strawberries, solid pack	....	9 77½
(Group B is 2½c doz. less in each case.)		
Lawtonberries—		
2s, blackberries, H.S.		1 92½
2s, preserved		2 12½
Raspberries—		
2s, black, H.S.		1 92½
2s, black, preserved		2 12½
Gals., black, standard		7 02½
Gals., black, solid pack		9 27½
2s, red, H.S.		1 92½
2s, red, preserved		2 12½
Gals., red, standard		7 27½
Gals., red, solid pack		9 27½
Group B, 2½ cents less per dozen.		

Toronto, Sept. 18.—Reports indicate damage to corn and tomatoes from frost, and as it will be several weeks before canning is over, outlook not so favorable for very low prices. It was expected up to present that corn would be around 80 cents and tomatoes about 95c.

MANITOBA MARKETS.

POINTERS:—

Corn Products—Advance.

Prunes—Higher.

Valencia Raisins—Easier.

Rio Coffee—3¾c down.

Winnipeg, Sept. 17.—Wheat receipts are now running up to 500 cars per day, and by the end of week will likely double that number. This is an extraordinarily early movement of the Western Canadian crop. Compared with last year it shows radically different conditions, for it was not until the last week in September that there were any receipts of new wheat worth mentioning. It certainly means one thing, and that is, that considerable money will be in circulation in the near future.

Retail grocers report business as steadily improving, and wholesalers are well satisfied with conditions, and have every confidence in the future. There is a marked loosening up both on buying and selling sides.

Features on market are the strength in prunes and in corn products generally—corn syrup, corn starch and bulk corn. The situation in corn is such that further advances are almost certain.

Canned salmon is likely to be dear, although the opening of the new pack is a little easier in price than last year.

Collections are still slow, and it will be three weeks to a month before any marked improvement need be expected.

SUGAR.—Sugar is firm at the recent advance. The demand is brisk, as is usual at this time of year. The quotations given here are from wholesaler to

retailer. Prices are generally lower in Saskatchewan than in Winnipeg. B. C. yellow is quoted at Vancouver at $5.00, at Winnipeg at $4.65. This seems only explicable by lack of competition and freight rates from the East.

Sugar—	Per 100 lbs. in bbls.
Extra standard granulated	5 10
Extra ground or icing	5 65
Powdered	5 45
Lumps, hard	5 95
Montreal yellow	4 65
B. C. yellow	4 65

Prices on sugar in bags, 5c per 100 lbs. less.

SYRUPS.—A further advance of 5 cents per case on corn syrups was announced at end of last week, and a still further advance is looked for. It is now nearing time when there is stronger consumptive demand for syrups.

Corn Syrups—		
Barrels, per 100 lbs.	....	4 25
Cases, 20-lb. tins, ¼ doz. in case	....	2 77
Cases, 10-lb. tins, ½ doz. in case	....	2 66
Cases, 5-lb. tins, ½ doz. in case	....	2 86
Cases, 2-lb. tins, 2 doz. in case	....	2 48
Molasses—	Per gal.	
Barbadoes	0 45	0 50
New Orleans	0 33	0 35
Maple Syrups—	Per case.	
Quarts	....	6 20
Half gallons	....	5 85

DRIED FRUITS.—Prunes are dearer, and everything indicates further advances, as the situation at the coast is particularly strong. Valencia raisins are likely to be plentiful, of good quality, and cheap. Currants and figs are steady, with no prospects of change.

Apricots—	Per lb.	
Choice	....	0 16½
Standard	....	0 16
Slab	....	0 11½
Currants—		
Dry clean	....	0 07½
Washed	....	0 07¾
1 lb. package	....	0 08¾
2 lb. package	....	0 17¾
Figs, Cooking—		
Choice, boxes	....	0 06¼
Half boxes	....	0 06½
Half bags	....	0 05¼
Nectarines	....	0 11½
Prunes, in 25-lb. boxes—		
90 to 100	....	0 06¼
80 to 90	....	0 06¾
70 to 80	....	0 07½
60 to 70	....	0 08½
50 to 60	....	0 10
40 to 50	....	0 12
Raisins, Valencias—	Per box.	
Fine, f.o.s., 28s, s.p.	....	2 75
Fine, selected, 28s, s.p.	....	2 70
4-crown layers, 22s, s.p.	....	2 65
4-crown layers, 17s, s.p.	....	1 35
4-crown layers, 17s, s.p.	....	0 75
Ne plus ultra, 82s, s.p.	....	2 20
Raisins, Sultanas—		
Californias	....	0 09¾
Smyrnas	....	0 14

TEAS AND COFFEES.—Coffees are weak, and Rios are quoted at a sharp reduction, no less than 3¾ cents off.

Teas are steady, and seldom subject to change on the local market.

Coffee—	Per lb.	
Rio, No. 5, green	....	0 12½
Rio, roasted	....	0 17¼
Santos, green	....	0 16
Santos, roasted	....	0 21
Chicory, per lb.	....	0 11¼
Teas—		
China, blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 49
Japans, choice	0 35	0 45

NUTS.—Almonds are predicted as likely to be scarce and dear for the balance of season.

In shell—	Per lb.	
Almonds, Tarragona	....	0 16¼
Brazils	0 18	0 19
Filberts, Sicily	....	0 11½
Peanuts, Jumbos, roasted	....	0 13
Peanuts, choice, roasted	....	0 11
Pecans	....	0 22
Walnuts, Grenoble	....	0 16
Walnuts, Marbot	....	0 13½
Shelled—		
Almonds	....	0 38
Walnuts	....	0 31

BEANS.—There is likely to be a little more activity in beans as soon as the camps for winter are organized, which is generally done at the end of present month. Some large shipments are expected to go north before close of lake navigation.

Beans—		
Hand picked	....	**2 35**
3 lb. picker	....	**1 95**
Peas—		
Split peas, sack, 98 lbs.	....	**3 85**
Whole peas, bushel	**2 75**	**2 85**
Barley—		
Pot, per sack 98 lbs.	....	4 75
Pearl, per sack 98 lbs.	....	3 65

FISH.—Fish prices have undergone some revisions. Fresh salmon is now at 14c; white halibut is quoted at 11c. White fish and pickerel are firm. There is a steady and ever increasing demand. Trade in new season's oysters is quiet at present.

Fresh Stock—	Per lb.	
Cod, market	....	0 10
Cod, steak	....	0 10
Haddock	....	0 06
Halibut	....	0 11
Pickerel	....	0 09
Salmon	....	0 14
Trout, lake	....	0 12½
Whitefish, Lake Winnipeg	....	0 08½
Smoked Stock—		
Bloaters, per box	....	1 50
Finnan haddie, per lb.	....	0 08
Kippers, per box	....	2 00
Salted and Pickled Stock—		
Herring, Holland, per keg	....	0 72
Herring, Labrador, per ½ bbl.	4 25	4 50
Mackerel, per kit, 20 lbs.	....	2 75
Smoked Stock—		
Codfish	....	0 12

SASKATCHEWAN MARKETS.

By Wire.

Regina, Sask., Sept. 17.—The most striking feature in markets this week is the sudden drop in lard, 3's falling from 8.95 to 8.05, with correspondingly noticeable drops in 5's, 10's and 20's.

Raisins advanced slightly, and a further increase is looked for. Rolled oats are considerably higher, and as the season draws near when the consumption of this article is increased, the price will probably go still higher. Eggs are also on the upward trend, while starch has advanced slightly. All other lines hold stationary.

Bacon, breakfast, per lb.	0 22¾	0 23
Beans, Ontario, per bush.	2 00	2 20
Beans, Hungarian, per bush.	....	2 65
Butter, creamery, per lb.	0 28	0 30
Cheese, per lb.	0 16	0 16¼
Canned Goods—		
Corn, standard, per 2 dozen	2 05	2 15
Peas, standard, per 2 dozen	2 00	2 04
Tomatoes, standard, per 2 dozen	....	3 25
Cornmeal, 24s	....	0 67½
29s	1 20	1 25
98s	....	2 44
10-10s	2 55	2 75
Eggs	....	0 28
Flour, 98s	....	2 90
Flour, 49s	....	2 95
Flour, 24s	....	3 00
Lard, 3s	8 05	8 25
Lard, 5s	8 00	8 15
Lard, 10s	7 95	8 05
Lard, 20s (each)	2 65	2 90
Potatoes, per bush.	....	0 50
Rolled oats, 20s	0 47½	0 52
Rolled oats, 40s	0 99	1 00
Rolled oats, 80s	1 92	1 95
Rolled oats, 10-8s	2 35	2 36
Raisins, seeded, per lb.	0 06½	0 08½
Rice, per cwt.	4 35	4 40
Sugar, standard, gran., per cwt.	....	5 37
Sugar, yellow, cwt.	....	4 97
Starch, std., per case	....	2 80

NEW BRUNSWICK MARKETS.

By Wire.

St. John, Sept. 17.—Good weather adds to sales. Business conditions are good and collections fair. Fall orders from country districts are heavy with dealers. Crops are most encouraging, helping trade with little change in markets. Crop reports from the West make dealers think of lower prices on flour. Cornmeal is firmer, and trade expects higher quoting. Mill feeds are particularly high, and buying is slow. Sugar is unchanged.

Pure lard advanced a cent. Pork and beef are firm, and eggs and butter are in good supply. Apples are scarce with poor crop. Most vegetables are selling well. Compound lard eased off on account of drop in cotton seed oil prices.

Bacon, roll	0 16	0 16½
Bacon, breakfast	0 20	0 22
Beans, Canadian white	2 35	2 40
Beans, Austrian	2 50	2 55
Beans, yellow eye, bushel	3 75	3 80
Butter, dairy, per lb.	....	0 25
Butter, creamery, per lb.	0 26	0 28
Buckwheat, W., grey, bag	**2 75**	**2 85**
Cheese, new, lb.	0 14¾	0 15
Currants, 1's, lb.	**0 07¾**	**0 08**
Canned Goods—		
Beans, baked	**1 30**	**1 35**
Beans, string	**0 87½**	**0 90**
Corn, doz.	0 97½	1 00
Peas, No. 4	0 85	0 90
Peas, No. 3	0 87½	0 90
Peas, No. 2	0 90	0 95
Peas, No. 1	1 30	1 35
Peaches, 2's, doz	**1 55**	**1 60**
Peaches, 3's, doz.	**2 35**	**2 40**
Raspberries, doz.	1 97½	2 00
Strawberries	1 97½	2 00
Tomatoes	**1 65**	**1 70**
Cornmeal, gran.	....	5 50
Cornmeal, bags	....	1 85
Cornmeal, bbls.	....	3 85
Eggs, in case, 25c; hennery	**0 32**	**0 34**
Flour, Manitoba	....	6 45
Flour, Ontario	....	5 60
Lard, compound, lb.	....	0 11½
Lard, pure, lb.	0 16	0 16½
Lemons, Messina, per box	**3 50**	**4 00**
Molasses, Barbados, fancy	**0 38**	**0 39**
Oatmeal, rolled	....	5 40
Oatmeal, std.	....	5 95
Pork, domestic mess	....	**29 00**
Backs, American clear, bbl.	25 00	27 50
Potatoes, barrel, new	....	1 50
Raisins, California, seeded	0 08½	0 09
Rice, per cwt.	**3 60**	**3 70**
Salmon, Case—		
Pinks, 4 doz. case	**4 25**	**4 75**
Cohoes, 4 doz. case	7 40	7 60
Red spring, 4 doz. case	8 25	9 25
Sugar—		
Standard granulated	....	4 70
United Empire	....	4 60
Bright yellow	....	4 40
No. 1 yellow	....	4 20
Paris lumps	....	5 60

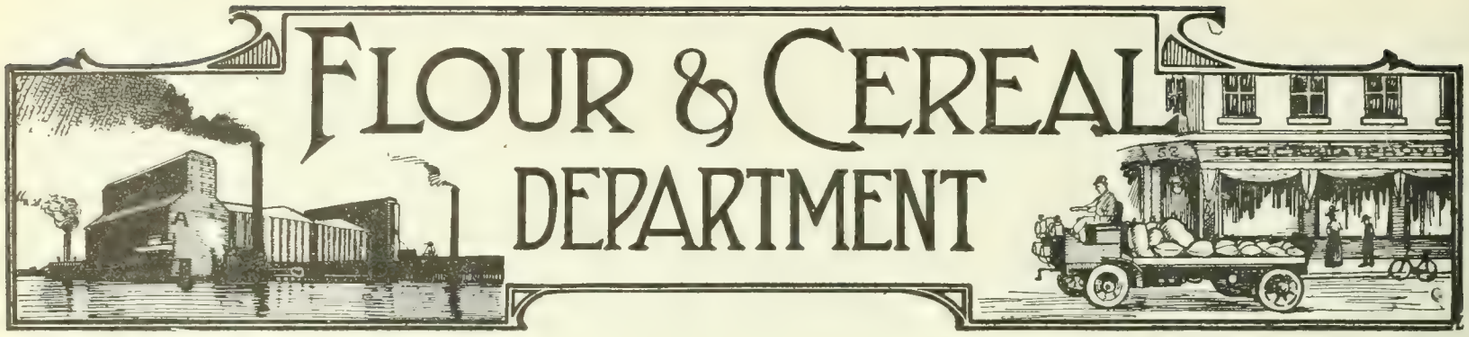
SARNIA GROCERS' PICNIC.

Sarnia, Ont., Sept. 17.—Hundreds of Sarnia citizens enjoyed the outing to Lake Huron Park on Wednesday last, the occasion being the tenth annual picnic of the Sarnia grocers. The day was ideal, and the cars carried a capacity crowd. Music was provided by the Citizens' Band, and an extensive programme of sports was pulled off. Many knights of the grip were in attendance, and did noble service in enlivening the day's doings. The clerks won the tug-of-war in 2½ minutes, but the grocers came back strong in the ball game, downing the clerks to the tune of 8 to 6.

In the evening the Grocers' Association held a complimentary banquet at the Lake Huron Park Hotel, Mayor Bell presiding.

CAPE COD CRANBERRY CROP.

From present indications it would appear that the cranberry crop on Cape Cod is going to be a good one. Last year's crop amounted to over 125,000 barrels, a considerable increase over the previous year, and required 1,000 freight cars. Probably 1,500 cars will be needed to move this year's crop, and its value should run well over $1,000,000.



The Export Demand Makes Oats Firmer

More Than Offsets Heavy Ontario Crop—Famine in Corn Shipments Continues—Light Demand for Ontario Flour—Unprecedented Condition; No Export of Wheat.

The whole of the business world of Canada is breathing more easily now that all danger of mishaps to the crops in the West has passed by. No frosts can blight the standing grain to any extent, for nearly all is cut and much of it threshed. So favourable has been the weather the last two months that instead of being ten days behind in growth, as was the condition in June, threshing is nearly two weeks ahead, and shipping even more. On Monday there were 1,485 cars arrived in Winnipeg compared with 270 a year ago, breaking all records for September arrivals. The estimates now range from 200,000,000 to 225,000,000 bushels of wheat, compared with 174,000,000 in 1912. Prices at 89 are three cents higher than one year ago, and unprecedented in another respect; there is no exporting, for prices rule too high. Last year the European crop was cut down; this year Russia has an enormous yield, and rules the European markets. Last year wheat dropped to 78⅜ in December, and grain men look for it to go even lower this year, probably to 75 cents. While this will have its effect on the flour, it will not necessarily mean less for the farmer—a vital element—as the new crop grades immeasurably higher than in 1912.

Prices of flour still continue unchanged.

MONTREAL.

FLOUR.—All last week millers began to ship blended flour, and this week the proportion of new wheat is even greater. Though new wheat has been coming in freely, strange to say it has been bought at a premium over future months, so that dealers haven't had a chance to discuss lower prices on flour as yet.

For export, quite a nice business is being accomplished. Importers, however, still look for lower prices. Having heard of Canada's bumper crop, they appear convinced that prices must come down, but so far prices which millers have to pay for wheat here have not warranted any such reduction.

Quality of new wheat flour is all that is to be desired. "I only feel sorry for the chickens," said one miller, laughingly, this week. "Wheat is of such high grade that there won't be any poor stuff to feed them."

	Car lots, per bbl.	in bags,
Manitoba Wheat Flour—		
First patents	5 60	5 75
Second patents	5 10	5 45
Strong bakers'	4 90	5 25
Flour in cotton sacks, 10 cents per barrel more.		
Winter Wheat Flour—		
Fancy patents	5 00	5 20
90 per cent.	....	5 10
Straight roller	....	4 90
Blended flour	5 00	5 40

CEREALS.—Prices on all cereals are being firmly maintained at present high prices. Millers are still predicting shortage on corn meal this winter owing to great scarcity of corn, and claim that even higher prices yet will have to be realized.

Cornmeal—	Per 98-lb. sack
Kiln dried	2 50
Softer grades	2 40
Rolled Oats—	98s, in jute.
Small lots	2 35
25 bags or more	2 25
Rolled oats in cotton sacks, 5 cents more.	
Oatmeal—Fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.	
Rolled wheat—	100-lb. bbls.
Small lots	2 85
Hominy, per 98-lb. sack	2 60

MILL FEEDS.—For a time millers appear satisfied with level to which they have brought prices; but as demands from across the line are urgent, and prices offered still equivalent to a higher figure, duty and all considered, than can be obtained here, even further advances may be expected on this side. Cry of scarcity comes from many quarters, so that no chance for lower prices is now evident.

Mill Feeds—	Car lots, per ton
Bran	22 00
Shorts	24 00
Middlings	26 00
Wheat moulee	28 00
Feed flour	34 00

TORONTO.

FLOUR.—Ontario flour from new wheat is practically all that is on the market. Much is offering, but the demand is poor, as there is usual expectation of bumper Western crop forcing down the price. One broker points out that if the price should drop much the farmers would prefer to feed to their stock, as the high price of corn will keep mill feeds dear. This would at once lessen the supply. Prices continue unchanged.

Manitoba Wheat Flour—	Small lots,	in bags, per bbl.,
First patent	....	5 50
Second patent	....	5 00
Strong bakers'	....	4 80
Flour in cotton sacks, 10c per bbl. more.		
Winter Wheat Flour—		
Fancy patents	5 00	5 20
90 per cent.	4 40	4 80
Straight roller	4 60	4 80
Blended flour	5 05	5 35

CEREALS.—Cornmeal has not advanced any last two weeks, but continues firm. The scarcity, almost famine, is still in force. Oatmeal, which promised to be a little easier due to large Ontario crop and splendid quality, took another tack on active demand for export. Ordinarily competition of small millers who get proportion of local oats can be depended upon at this time of year to secure general cut in prices, but with outside countries calling strong, larger manufacturers say they can afford to ignore local cuts, and attend to heavy outside ordering.

Cornmeal, per 98 lb. bag—		
Kiln dried, 25 bag lots	2 20	2 30
Softer grades, 25 bag lots	1 90	1 95
Rolled oats, per 90 lb. sack, in jute—		
Small lots	2 35	2 37½
25 bags to car lots	2 25	2 30
Rolled oats in cotton sacks, 5 cents more.		
Oatmeal, standard and granulated, 10 per cent. over rolled oats in 90 S, in jute.		
Rolled Wheat—		
50 lb. boxes	....	1 50
100 lb. barrels, small lots	....	2 90
100 lb. barrels, 5 bbl. to car lots	....	2 80

MILL FEED.—Although quoted at $22 and $24, bran and shorts are not limited to this, and at least one dollar a ton more is being paid by U. S. produce men. Indeed, $20.50 was the price a day or two ago at Fort William for bran, which means $23.50 in Toronto, and nearly $26.50 in New York. It is really only when order for flour accompanies it that the $22 rate is given by millers. Present prices are likely to continue quite firm for some time to come.

Mill Feeds—	Car lots, per ton.
Bran	22 00
Shorts	24 00
Middlings	26 00
Wheat moulee	28 00
Feed flour, per bag	1 70

WINNIPEG.

FLOUR AND CEREALS.—There is good domestic demand for flour, but export prices are out of line.

Best Patents, bbl.	....	5 60
Seconds	....	5 10
First Clears	....	4 20
Low grade	2 90	3 10
Jute bags 10 cents less.		
Cornmeal, 98 lbs.	....	1 95
Rolled Oats, 80 lbs.	....	1 65
Wheat granules, bale, 16.60	....	3 25
Granulated Oatmeal, 98 lbs.	....	2 15

Peaches Reached the Low Mark for 1913

Sold Down to 40 Cents for Elbertas—Tomatoes Dropped Again—Ontario Potatoes Advanced, With Reports of Rot in Eastern—U.S. Tariff May Cause Advance in Potatoes—Cranberries Arrive in Barrels—Small Vegetables Lower.

MONTREAL.

GREEN FRUITS.—Feature of market this week is introduction of Canadian barrel apples. No great supply of these is to be had, and accordingly prices run pretty high throughout. Crop reports from all over the Dominion give yield estimate as 50 per cent. of average.

First cranberries appeared on the market this week also. Those offered are from Cape Cod, and show very fine quality.

Cold weather has reduced prices considerably on summer fruits, such as lemons, watermelons, etc., and owing to heavy offerings of practically all Canadian fruits prices have shown a decline all round.

Apples, Canadian, per bbl.—		
St. Lawrence, No. 1	5 50	6 50
Wealthy, No. 1	....	6 00
Colverts, Wolf River, Alexanders, and Pippins, No. 1	4 50	5 50
No. 2s, all grades, 15c less than No. 1s.		
Bananas, crate	**2 00**	**2 75**
Blueberries, Saguenay, 20-qt. box	....	**2 25**
Blueberries, N.B., per qt.	0 15	0 17
Cantaloupes, 11-qt. bkt.	....	0 60
Cantaloupes, Canadian, crate, 7-9	....	1 00
Cranberries, Cape Cod, bbl.	....	9 00
Grapes, Tokay, 25-lb. box	....	3 00
Grapes, Moore's early, 6qt.	....	0 25
Grapes, Niagara, 6 qt.	....	0 25
Grapefruit, Jamaica, case	....	5 00
Lemons, Verdelli, case	....	4 00
Limes, Florida, box of 100	....	**1 25**
Oranges—		
Jamaicas, 126s to 250s	....	**3 00**
Sorrentos, 80s	....	**2 50**
Sorrentos, 160s	....	**4 50**
Sorrentos, 200s	....	**5 00**
Late Valencias	....	5 50
Pears, Gifford, Canadian, 11-qt. bkt.	....	0 50
Pears, Gifford, Canadian, 8-qt. bkt.	....	0 30
Pears, Gifford, Can., per bbl.	....	**6 00**
Pears, Oregon, box	2.75	3 00
Pears, Bartlett, Can., per bbl.	....	**7 00**
Peaches, Freestone, 11-qt. bkt., No. 1.	....	0 60
No. 2	....	0 50
Peaches, Freestone, 6-qt. bkt. No. 1.	....	0 30
No. 2	....	0 25
Peaches, St. John, 11 qt.	....	0 75
Peaches, St. John, 6 qt.	....	0 40
Peaches, Crawfords and Elberta, California, box	....	1 50
Plums—		
Blue, Canadian, 11 qt. bkt.	....	0 45
Red, Canadian, 6 qt., 25c; 11 qt.	....	0 40
Yellow, Canadian, 11 qt. bkt.	....	0 40
Green gages, Canadian, 11 qt. bkt.	0 50	0 60
Watermelons, 30-40 lbs., each	....	0 40

VEGETABLES. — Dealers anxiously await the results of the Wilson tariff. "This should help us in all vegetables," states one dealer this week, "but especially in potatoes. Growers in some of the States across the line are turning their attention from potatoes to other lines which they find more profitable, and thus are making a splendid opening for the exporter of the Canadian product. In view of the expected tariff reduction, market is being firmly maintained here, though crop conditions would warrant a considerable decline."

On Monday dealers started selling potatoes strictly by weight at rate of 1 cent per lb.

Cabbage, per doz	....	0 35
Celery, per doz. heads	....	1 00
Corn, per doz. ears	....	0 25
Cucumbers, per doz.	....	0 25
Egg plant, basket of 12	....	0 60
Onions—		
Egyptian, bag, of 110 lbs.	....	2 50
Spanish, per case	2 50	3 00
Red Danvers, bag	....	3 00
Peppers, green, 11-qt. bkt.	....	**0 50**
Potatoes—		
Domestic, per lb.	....	0 01
Potatoes, sweet, per bbl.	....	**4 50**
Potatoes, sweet, Jersey, hpr.	....	1 75
Turnips, Quebec, bag	....	1 25
Tomatoes, Canadian, outdoor, 11-qt. bkt.	....	0 35
Tomatoes, Canadian, box 33 lbs.	0 40	1 25

TORONTO.

GREEN FRUITS. — Peaches here, there and everywhere, leaving too little room even to prevent the salesmen and early morning buyers stumbling over them, loaded up market early this week, and prices went down accordingly to lowest notch reached this year. Forty cents was not uncommon, while fifty was ruling price. A few of the choicest Elbertas brought 65 cents from unusually discriminating buyers who knew where they could place them, but majority refused to take the risk. Saturday, Monday and Tuesday certainly were the gala bargain days of 1913. California peaches, unable to compete, have kept out of sight.

Plums, in quantity, were poor seconds. These kept up fairly well, yellow eggs bringing 50 cents, greengages 40c to 50c, blue 35c-45c, and Lombards 35c. A few commission men shaded these prices slightly.

Cantaloupes were also plentiful, but slightly higher, running about 40 cents a basket for salmons, and 30c for green centres.

Prophecies of only half a crop in apples are being borne out, and equal quality so far is not up to mark. Hence first class Duchess sell as high as $4 and $5 a barrel. Crab apples are coming in slowly at 35c to 40c, but supply will be better next week. Green cookers sell at 25c to 30c. Blueberries advanced to $1.50, with only a few baskets. Grapes were rather scarce, with Champions off, and Concords and Moore's Early bringing 20-25 cents. Pears remain about same, but Californias are down 25 cents. Watermelons are practically off the market.

Cranberries in barrels made their first appearance from Cape Cod this week, and brought $8.00, although a few boxes had arrived last week. They were of excellent quality.

Apples—		
Duchess, basket	0 40	0 50
Duchess, barrel	2 75	4 00
Cooking, bkt.	0 25	0 30
Crab	0 35	0 40
Bananas, per bunch	**1 25**	**1 60**
Blueberries	**1 35**	**1 50**
Cranberries, bbl.	....	8 00
Grapes, Malagas, case	....	2 25
Grapes, Canadian, basket	0 20	0 35
Cantaloupes—		
Salmon, crate	....	0 60
Salmon, basket	....	0 40
Green centres, crate	....	0 40
Green centres, basket	....	0 30
Grapes, Tokay, case	....	2 75
Oranges, California, Valencias	6 00	6 50
Limes, per box of 100	....	1 50
Lemons, Verdelli, new	5 00	5 50
Peaches, Canadian, Elbertas, large bkt.	0 40	0 65
Peaches, Canadian, clingstone, large bkt.	0 30	0 40
Pears, California, Bartlett	2 75	3 00
Pears, Canadian, Bartlett	0 30	0 40
Plums, California	1 50	2 00
Plums—		
Canadian, Lombard	....	0 35
Canadian, green gages	0 40	0 50
Canadian, blue	0 35	0 45
Canadian, yellow egg	....	0 50

VEGETABLES.—Mention was made last week of discovery of rot among some shipments of Eastern potatoes that had passed through a warm belt. As result several jobbers have decided to wait couple of weeks for later crops, which can come through with no risks from temperature. However this is by no means a universal position, and other dealers state that, although the first few days' shipments showed rot, others have come in since in splendid condition. Ontario potatoes, however, seized the opportunity of withdrawal of a section of their rivals and celebrated occasion by demanding about 25 or 30 cents more for each and every bag. The 60-75 cent day was almost due, but 85c-$1.10 is prevailing price this week. Some buyers are complaining of large amount of dirt in bags, and threaten to complain to official headquarters.

Effects of United States tariff bill are being discussed. It is not expected to result in export of Ontario potatoes, as Michigan can hardly be dislodged. New Brunswick, however, are likely to be taken, and, if so, price here will go up, and Ontario will rise in sympathy.

Sweet potaoes dropped with an improved supply to $4.50 a barrel and $1.75 a hamper.

Tomatoes dropped again after temporary rise of last week, and sold down as low as 25 and 30 cents. Quality also was improved.

Spanish onions are due for small climb of about 15 cents a crate. Crop is small and new shipments in about a week will come under higher scale.

Silver skins for pickling are not plentiful, and range from $1 to $1.50. Large onions for cooking were in this week at about 45 cents.

Beans, wax, 11-qt., per basket	....	0 35
Beets, Canadian, per bkt.	....	0 30
Carrots, Canadian, bkt.	....	0 35
Celery, domestic, doz.	0 35	0 40
Corn, dozen	0 10	0 12
Cucumbers, Canadian, basket	0 20	0 30
Egg plant, basket of 12	0 25	0 30
Gherkins, basket	0 75	1 25
Mushrooms, per lb.	....	**0 75**
Onions—		
Spanish, crate	**2 75**	**3 00**
Silver skin, pickling, bkt.	1 00	1 50
Large, cooking	0 40	0 50
Parsley, bkt.	....	**0 75**
Green peppers	0 40	**0 50**
Potatoes, Ontario, per bag	0 90	1 10
Sweet potatoes, bbl.	....	4 50
Sweet potatoes, hamper	....	1 75
Squash, dozen	....	**1 25**
Tomatoes, Canadian, basket	0 30	0 40
Vegetable marrow	0 15	0 25
Water cress, domestic, 11-qt. basket	....	**0 50**

Produce & Provisions

Egg Prices Up, Probable Butter Outlet to U.S.

Autumn Season Again Lowers Production of Eggs—Wilson Tariff Anticipations From Butter Standpoint—Compound Lard Down in Montreal—Hogs and Products Remain Steady—A Tendency to Weakness in Honey.

Hams and bacon and hogs are in practically same position as one week ago. The former fell no further and hogs are still scarce and still command from $9.40, the minimum, to $9.75, bringing the corresponding high fed and watered price to just over $10. That this market will show little change for several weeks more is the general impression. Both pure and compound lard are unchanged.

Eggs continue to be the strong feature of the products market, and some fancy prices have been paid for "strictly new laids," 34 and 35 cents. These are very scarce and will be, buyers say, until the new year. Cheese is slightly firmer.

The butter situation continues in a rather unsatisfactory condition for every one in the business. The present stock is heavy and the supply is far above last year. Export is no more possible this year than last — except the Wilson tariff should have some effect—on account of the high price and New Zealand appears to have possession of the far West market. Dealers have some hopes that the reduction in duty by the United States from 6 to 2½ cents will provide a market over there for some of the surplus.

The following were the transactions on the Toronto Produce Exchange on Monday:

BUTTER.—Dairy, none; creamery, 26 boxes solids, finest, 24¾c asked, not sold; 50 boxes prints, finest, 25c asked, not sold; 25 boxes solids, finest, 24c asked, sold.

EGGS—250 cases storage, free cases, ins. and storage paid to Jan., April stock 26c asked, sold.

CHEESE—100 large pfr., 13¾c asked, not sold; 100 twins, pfr., 13⅞c asked, not sold; 25 old Sept. pfr., large, 13⅞c asked, not sold; 25 old Sept., pfr., twins, 14c asked, not sold; 150 large pfr. 13⅞c asked, not sold; 150 twins, pfr., 14c asked, not sold; 50 large June, 14c asked, 13¾c bid.

HONEY — 1,600 dozen comb choice, $2.50 asked, not sold; 20 50's clover, 10½c asked, 10c bid; 10 50's buckwheat, 8½c asked, 7c bid.

MONTREAL.

PROVISIONS.—Feature of market is a drop in compound lard, by some firms to 10¾c, tierce basis, by other firms to 10½ cents, tierce basis. This decline is due in part to much easier feeling which during past couple of weeks has been prevailing on cotton seed oil markets. Drop in price on this oil has been in neighborhood of 10 cents per gallon.

Meats continue steady but with nothing very marked either one way or the other.

Hams—	**Per lb.**	
Light, under 12 lbs.	....	0 21
Medium, 12 to 20 lbs.	0 19½	0 20
Large, 20 to 40 lbs.	0 19	0 19½
Backs—		
Plain, bone in	....	0 23½
Boneless	....	0 26
Peameal	....	0 26
Bacon—		
Breakfast	0 21	0 23
Roll	....	0 17
Shoulders, bone in	....	0 16
Shoulders, boneless	....	0 16½
Cooked Meats—		
Hams, boiled	0 30½	0 31
Hams, roasted	....	0 31
Shoulders, boiled	....	0 27
Shoulders, roasted	....	0 28
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 80-100 lbs.	....	0 14½
Flanks, bone in, not smoked	....	0 15½
Barrelled Pork—	**Per bbl.**	
Heavy short cut mess	....	30 00
Heavy short cut clear	....	30 00
Clear fat pork	....	28 50
Clear pork	....	27 00
Lard, Pure—	**Per lb.**	
Tierces, 375 lbs. net	....	0 14½
Tubs, 50 lbs. net	....	0 14½
Boxes, 50 lbs. net	....	0 14½
Pails, wood, 20 lbs. net	....	0 14¾
Pails, tin, 20 lbs. gross	....	0 14½
Cases, 10-lb. tins, 60 in case	....	0 15
Cases, 3 and 5-lb. tins, 60 in case	....	0 15¼
Bricks, 1 lb. each	....	0 15¾
Lard, Compound—		
Tierces, 375 lbs. net	....	0 10½
Tubs, 50 lbs. net	....	0 10¾
Boxes, 50 lbs. net	....	0 10½
Pails, wood, 20 lbs. net	....	0 11
Pails, tin, 20 lbs. gross	....	0 10½
Cases, 10-lb. tins, 60 in case	....	0 11¼
Cases, 3 and 5 lb. tins, 60 in case	....	0 11½
Bricks, 1 lb. each	....	0 12¼
Hogs—	**Per cwt.**	
Live, f.o.b.	9 70	9 95
Live, fed and watered	10 00	10 25
Dressed	....	14 50

BUTTER.—In anticipation of Wilson tariff reforms becoming law, firmness rules on all butter markets. On Saturday Cowansville quoted 26c and St. Hyacinthe 25¼c. Locally stocks are fairly heavy, but should the new tariff come any time within next two months, firm markets are likely to rule throughout season.

Butter—	**Per lb.**	
Creamery prints, fresh	....	0 27½
Creamery solids	....	0 27
Dairy prints	....	0 23
Dairy solids	....	0 23
Separator prints	....	0 23
Separator solids	....	0 23

EGGS.—Market is still on the boom, and this week registered another advance of 1 cent all round on fresh stock. Current receipts of fresh stock are still low, and inadequate to meet present demand so that even now dealers are beginning to draw from storage to fill orders. Firmness from now on is expected.

Eggs, case lots—	**Per dozen.**	
New laids	....	0 35
Selects	....	0 30
No. 1s	....	0 27
No. 2s	....	0 22
Splits	....	0 21
New laid eggs, in cartons	....	0 36

CHEESE.—Following temporary scarcity of 20-lb. new cheese, market is still going up, and this week advanced another ½ cent. Price on these, however, is higher than the cheese boards would warrant so that as soon as supplies catch up to demand, market is likely to ease off again.

Cheese, White or Colored—	**New.**		**Old.**
Large	0 14		0 15
Strong	....	0 16½—0 17	
Twins	0 14½		0 15
20 lb. new	0 15½		....
Stilton	....		0 17

POULTRY. — Dullness continues to rule on poultry markets, but with signs of greater activity soon with the approach of the Thanksgiving season and cooler weather.

Frozen Stock, Dressed—	**Per lb.**	
Chickens	0 21	0 24
Ducks	....	0 22
Fowl	....	0 18
Turkeys	0 23	0 24
Fresh Stock—		
Broilers, spring, live	0 22	0 24
Broilers, spring, 3 lb. pr., dressed	....	1 25
Ducks, spring, dressed	0 25	0 28
Ducks, old, dressed	0 14	0 15
Ducks, old, live	0 12	0 13
Fowl, live	0 15	0 16
Fowl, dressed	0 19	0 20
Turkeys, old Tom, dressed	0 22	0 23

HONEY.—So far as can now be ascertained, there has been a big crop of white clover honey and a fair average crop of buckwheat. High prices to date, are explained by fact that as yet supplies have only begun to come in. In the country,

holders are asking from 10 to 12 cents per lb. for white clover delivered Montreal, but as dealers refuse to bid higher than 9c for white clover, and 7 cents for buckwheat, it would look as if easier markets might be expected shortly.

		Per lb.
White Clover Honey—		
Barrels	....	0 12
Tins, 60 lbs.	....	0 12¼
Tins, 30 lbs.	....	0 12½
Tins, 5 and 10 lbs.	....	0 13
Comb, 13-14 oz., section	....	0 20
Buckwheat Honey—		
Barrels	....	0 09
Tins, 60 lbs.	....	0 09½
Tins, 30 lbs.	....	0 09¾
Tins, 5 and 10 lbs.	....	0 40
Comb, 13-14 oz. section	0 15	0 16

TORONTO.

PROVISIONS.—The market is unusually stationary this week and the only changes are ½ a cent lowering in medium hams and ¼ cent rise in long clear bacon, light. Hogs are a shade higher, running up to $9.75. Lard, fine and compound, is unchanged.

Hams—		
Light, per lb.	....	0 21½
Medium, per lb.	....	0 21
Large, per lb.	0 19½	0 20
Backs—		
Plain, per lb.	0 23½	0 24½
Boneless, per lb.	0 25½	0 26
Pea meal, per lb.	0 24½	0 25½
Bacon—		
Breakfast, per lb.	0 20	0 21
Roll, per lb.	....	0 17
Shoulders, per lb.	0 15	0 15½
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 16	0 16¼
Long clear bacon, heavy	0 15	0 15¼
Cooked Meats—		
Hams, boiled, per lb.	....	0 30
Hams, riast, per lb.	....	0 30
Shoulders, boiled, per lb.	....	0 22½
Shoulders, roast, per lb.	....	0 23¼
Barrelled Pork—		
Heavy mess pork, per bbl.	24 00	25 00
Short cut, per bbl.	28 50	29 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 13¾	0 14
Tubs, 60 lbs., per lb.	0 14	0 14¼
Pails, 20 lbs., per lb.	....	0 14½
Pails, 3 and 5 lbs., per lb.	....	0 15¼
Bricks, 1 lb., per lb.	....	0 15½
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 10½	0 11
Tubs, 60 lbs., per lb.	0 10¾	0 11¼
Pails, 20 lbs., per lb.	0 11	0 11½
Hogs—		
F.O.B., live, per cwt.	9 40	9 75
Live, fed and watered, per cwt.	9 75	10 15
Dressed, per cwt.	13 75	14 00

BUTTER.—Although heavy stocks are held, dairy butter just at present is scarce but supply should increase when cheese factories close, as farmers will produce more at home. In sympathy with creamery dairy is a little firmer at present, in spite of supply on hand being large.

Butter—		
Creamery prints, fresh	0 26	0 28
Creamery solids	0 24	0 25
Dairy prints, choice	0 22	0 24
Dairy solids	0 20	0 22
Separator prints	0 23	0 26

EGGS. — The higher price for new laids has been noted with special lots getting prices as high as 34 cents and retailing in one or two cases at 38 cents. The firmer tendency in September when supply begins to drop has set in and No. 2's and splits are generally quoted at about a cent above last week's figures, 19 to 21, and 18 to 20 cents respectively. Storage eggs were again in evidence at the exchange and April storage, free cases with storage and insurance paid until January were offered at 26 cents and accepted.

A wholesale produce dealer who practices the loss-off system told Canadian Grocer this week that he was paying more for eggs as a result. One year ago he gave 22 cents: at present for a corresponding lot, 25½ cents. On the first he had to assume the risk of bad eggs. He cited this to prove that the farmer and general merchant would receive more under the new system than the old, while the grocer would retain his profit; the price to the consumer would not necessarily be more.

	Per	dozen.
Eggs, case lots—		
Selected new laid	0 29	0 29½
Selected, new laid, in cartons	0 31	0 32
Fresh gathered	0 25	0 26
No. 2's	0 19	0 21
Splits	0 18	0 20

CHEESE. — Prices generally were about one-eighth higher this week and offerings heavier than for some time past.

Cheese—		
Old, large	0 14¾	0 15
Old, twins	0 15	0 15¼
New, large	0 14¼	0 14½
New, twins	0 14¾	0 15

HONEY. — The injunctions of the Beekeepers' Association to hold honey for the scheduled prices are not being obeyed, and everything offering is at lower prices. At the exchange on Monday 1,600 dozen of finest clover comb honey was offered at $2.50 and refused, compared with $2.90 earlier in the season. Fifties, also of clover were offered at 10½ and only 10 cents bid. Buckwheat made its first appearance on the exchange at 8½ asked but only 7 bid. The former is the ruling associate figure.

POULTRY. — For the first time in weeks prices remain unchanged. Frozen stock is practically off market, with exception of turkeys and ducks, and the fresh stock will be alone in its glory until January. It is still coming in freely although farmers are busy rounding up fall fairs, their most common form of holidaying. In a couple of weeks supply will be heavier.

	Per lb.	
Frozen Stock—		
Broilers, dressed	0 22	0 25
Chicks, milk fed, dressed	....	0 25
Chickens, dressed	0 20	0 22
Ducks, dressed	0 16	0 20
Fowl, dressed	0 17	0 18
Turkeys, dressed	0 24	0 25
Fresh Stock—	Live.	Dressed.
Broilers, spring	0 15	0 20
Ducks, spring	0 12	0 15—0 18
Fowl	0 12	0 13—0 14
Turkeys, old Tom	0 14—0 18	0 18—0 20

WINNIPEG.

PRODUCE AND PROVISIONS.—Eggs strictly fresh are up 2 cents, and reported as difficult to procure. Dairy butter, best grades, is up 1 cent. Dressed meats and lard are steady.

Cured Meats—		
Hams per ,b.	0 19	0 21½
Shoulders, per lb.	....	0 15
Bacon, per lb.	0 20½	0 22½
Long clear, D.S., per lb.	....	0 14½
Mess pork, bbl.	....	28 00
Lard—		
Tierces, per lb.	....	0 13
50 lb. tubs	....	6 60
20 lb. pails	....	2 70
3 lb. tins, cases	....	8 40
5 lb. tins, cases	....	8 32
Butter—		
Creamery, per lb.	0 27	0 29
Dairy, per lb.	0 17	0 23
Cheese—		
Ontario, large, per lb.	....	0 15¾
Ontario, twins, per lb.	....	0 16
Eggs, dozen	0 22	0 25

Following items are from the Canadian Grocer of Sept. 22, 1893:—

"Wm. McClelland, of McClelland Bros., Niagara-on-the-Lake, Ont., was in Toronto last week."

Editorial Note.—By a curious coincidence there appears in this issue a story about the store of the late Wm. McClelland, who died just a couple of years ago.

* * *

"A. H. Paffard, one of Davidson & Hay's travellers, who has been ill for some weeks with typhoid fever, is reported to be improving."

Editorial Note.—Mr. Paffard certainly overcame this illness of 20 years ago, for he is to-day a very much live man. He is still with the Davidson Hay Co. in Toronto, with greater responsibilities than when the above was written.

* * *

"At the meeting of the Toronto Retail Grocers' Association, President D. W. Clark announced that S. R. Heakes, the secretary of the Saturday Half-Holiday Association, had written him asking for the appointment of two delegates to confer with the Association re permanent Saturday half-holiday. J. S. Bond said he thought it would be well to get an expression of opinion from the trade. As far as he was concerned, he favoured a Saturday half-holiday. A. White raised an objection, and pointed out the difficulty there would be in closing Saturday afternoon during the fruit season. H. W. McCulloch thought that it was blessed little profit the trade made out of fruit anyhow. J. S. Bond—Hear, hear. Vice-President Gibson said there would not be half a dozen grocers in the city who would favor closing Saturday afternoons. "I am satisfied that it cannot be carried out. The climatic conditions are against it." President Clark and A. White were delegated to confer with the Saturday Half-Holiday Association, and on the suggestion of Robt. Mills, Secretary Corrie will endeavour to gather an opinion from the trade regarding a permanent Saturday half-holiday, and at the next meeting the question will be discussed."

Editorial Note.—Can any of the surviving members of the Association recall this meeting?

Ocean Storms Cause Advance in Halibut

Non-Arrival of Boats and Delays Caused by Gales—Oysters in Splendid Demand for so Early in Season—Call for Pickled, Salt Dried and Smoked Fish Opens in Earnest—Advance in Green Cod.

MONTREAL.

FISH.—Feature of market this week is scarcity of haddock and halibut, and, as a result, an advance in price. At this season of the year, rough weather around equinoctial gales, usually prevails at the coast. This has caused fish to seek deeper waters, and thus prolonged the trips of the various fishing boat at sea. Also, through fear, some fishermen have hesitated setting out at all, which fact has increased even to a greater extent the shortage already noticed, and caused greater firmness to rule from price standpoint.

Lake fish are now offering much more plentifully. Fishing is being carried on extensively on Manitoban lakes, and to date information is that good hauls are being made. A great quantity of this fish will, of course, be frozen for distribution early next winter, and though it is rather early to put a price on frozen stock of lake fish, dealers anticipate that prices will hold at about last year's level. At present extra supplies of fresh stock being received are causing an easing off in prices, particularly in doree and trout.

This week starts demand in earnest for all kinds of pickled, salt, dried, and smoked fish. The feature in green cod, which has now become a staple line, is quite an advance in price, due to expected effects of American tariff. Buyers from the American side have already been around the fishing grounds, and have bought heavily, with orders for shipment as soon as the Wilson tariff becomes effective.

Pickled herrings are reasonable enough just now, but if demand equals what is now expected, prices will stiffen somewhat.

Gaspe herring fishing is reported a complete failure this year—that is, the fish is claimed unfit for use, and for this reason authorities have forbidden further fishing. This will reduce considerably the available supply, and may also have a bearing on prices later in the season.

Fresh eels are now coming in large quantities. Though somewhat late in season, it is still claimed that if fishermen get busy, and fish run as usual, there will yet be enough to supply requirements.

Smoked fish, such as haddies, kippers, bloaters, and fillets, are now beginning to move more freely. Up to present time demand has been somewhat disappointing.

Bulk and shell oysters are starting in with a rush, which augurs favorably for the coming season. Supply this week has been inadequate to cope with demand, and trade is preparing for a large supply for the coming weeks.

Fresh Stock—		
Bluefish, per lb.	0 15	0 16
Carp, 100 lb. boxes, per lb.	0 10	0 11
Cod, market, 250 lb. cases, per lb.	....	0 05
Doree, 100 and 150 lb. cases, per lb.	0 11	0 12
Flounders, per lb.	0 06	0 07
Frogs legs, large, per lb.	....	0 50
Frogs legs, small, per lb.	....	0 25
Haddock, per lb.	0 05½	0 07
Halibut, per lb.	0 12	0 13
Herring, per 100 fish, large	....	3 00
Mackerel, 1½ lb. fish, each	....	0 15
Perch, dressed, per lb.	0 09	0 10
Pike, dressed, per lb.	0 08	0 09
Salmon, B.C., per lb.	0 13	0 15
Salmon, Gaspe, per lb.	0 20	0 22
Steak cod, per lb.	....	0 07
Smelts, per lb.	....	0 12
Sword fish, per lb.	0 09	0 10
Trout brook, per lb.	....	0 25
Trout, lake, per lb.	0 11	0 12
Turtles, small, per lb.	....	0 15
Whitefish, per lb.	0 12	0 13
Shell Fish, Fresh—		
Clams, per barrel	....	7 00
Crab meats, per gal.	....	2 50
Lobsters, live, per lb.	....	0 30
Lobsters, boiled, per lb.	....	0 32
Meats, bulk, standards, gal., $1.50; selects	....	1 80
Meats, solid, standards, gal., $1.80; selects	....	2 00
Oysters, Cape Cod, shell	....	11 00
Oysters, Cape Cod, shell	....	12 00
Periwinkles, per bushel	....	2 50
Prawns, per gal.	....	2 00
Scallops, per gal.	....	2 75
Shrimps, per gal.	....	2 00
Frozen Stock—		
Haddock, per lb.	0 04	0 05
Herring, per 100 fish	....	1 50
Pike, per lb.	....	0 06
Smelts, fancy, per lb.	0 12	0 13
Smelts, No. 1, per lb.	0 08	0 09
Salmon, fancy, Spring, per lb.	0 14	0 15
Salmon, Gaspe, per lb.	0 15	0 16
Salmon, Qualla, per lb.	0 07½	0 08
Whitefish, per lb.	0 07	0 10
Prepared Stock—		
Boneless fish, 20 lb. pkgs.	0 07	0 08
Cod, pure, cs. of 20 tablets, per lb.	....	0 10½
Cod, pure, 3 lb. box, per lb.	....	0 15
Cod, boneless strip, 30 lb. box, lb.	....	0 10
Cod, boneless strip, 2 lb. blks., in 20 lb. pkgs., lb.	0 07	0 08
Cod, shredded, box of 2 doz.	....	1 80
Cod, skinned, per 100 lb. box	....	6 00
Cod, dried, per 100 lb. bundle	....	6 50
Pollock, dried, per 100 lb. bundle	....	6 00
Salted and Pickled Stock—		
Cod, green, ordinary, per 200-lb. bbl.	8 00	9 00
Cod, green, white napes, per 200-lb. bbl	9 00	10 00
Haddock, No. 1, green, per 200 lbs.	5 00	6 00
Herring, Gaspe, No. 1, ½ bbls., $2.75; bbls.	....	5 00
Herring, N. S. per ½ bbl.	....	3 00
Herring, N. S. per bbl.	....	5 00
Herring, Holland, per keg, 75c; per ½ bbl., $5.00 to $6.00; per bbl.	9 00	10 00
Herring, Labrador, ½ bbl., $3.25, bbl.	....	5 75
Herring, Scotch, keg of 12 lbs. net, $1.25 to $1.35; ½ bbl.	....	7 00
Mackerel, No. 1, 20 lb. kits, $1.75, ½ bbl., $7.00; bbl.	....	14 00
Salmon, Labrador, ½ bbl., $8.00 to $9.00, bbl.	15 00	16 00
Trout, lake, kegs	....	7 00

TORONTO.

OYSTERS.—The oyster season, which is bound to be somewhat spasmodic during first two weeks of September with only a casual chill in atmosphere that calls one to a steaming broth of oysters, started in earnest on the fifteenth and sixteenth when biggest houses on the Atlantic coast opened their plants. Hitherto heavy overhead expenses meant that only smaller houses paid to operate. Hereafter agents will be able to take care of sudden changes of weather.

FISH. — Shipment of halibut from outside was again withheld this week owing to non-arrival of boats, and as result of small supply on hand, price went up one cent. Two new arrivals should be noted: Labrador herring, at $6.50 a barrel, and salt mackerel at $2.50 in pails. Advices state that both Holland and Scotch herring will be dearer this fall.

Frozen Stock—		
Roe shad, weight 3 lbs., each	1 00	1 25
Whitefish, per lb.	0 09	0 10
Fresh Caught—		
Haddock, per lb.	0 06½	0 07
Halibut, per lb.	0 11	0 12
Herring, per lb.	0 05	0 06
Mackerel, weighing 1½-3 lbs., each	0 15	0 25
Pickerel, yellow, per lb.	....	0 12
Pike, per lb.	0 06	0 08
Roe shad, weight 3 lbs., each	1 00	1 50
Salmon, B.C., per lb.	0 15	0 16
Steak, cod, per lb.	0 07	0 08
Trout, per lb.		0 12
Whitefish, per lb.	....	0 12
Smoked—		
Finnan haddie, per lb.	....	0 08
Kippers, new, box of 40	....	1 30
Bloaters, box of 60	....	1 25
Prepared—		
Cod, 1 lb. tablets, case of 20	....	2 00
Salted and Pickled—		
Herring, Holland, per keg	....	0 60
Herring, Labrador, bbl.	....	6 50
Mackerel, pail	....	2 50
Oysters—		
Bulk, per gallon	1 70	1 75
Shell, per bbl.	8 00	8 50

If you never buy outside of town anything you could buy inside, you are well justified in complaining about other people sending away. Otherwise not.

SEALSHIPTICASE
SEALSHIPT
OYSTERS
Direct from the Oyster bed free from water, ice or preservative
A pure food natural flavor and freshness guaranteed
Use licensed by Sealshipt Oyster System

The business of the "SEALSHIPT" Oyster System's Canadian Branch has been taken over by us. We can fill all orders promptly for "SEALSHIPT" Oysters or equipment.

An Eminent Scientist's View

Among the many scientists who have made a study of the bacteriological and chemical conditions of oysters, perhaps none have done so more thoroughly than Dr. Julius Nelsón, Professor of Biology, Rutgers College, New Brunswick, N. J., and Biologist of New Jersey State Agricultural College Experiment Station. With his consent the following is published:—

"Oysters are a good food. Oysters come nearer in composition to cow's milk than do most other meats, as all the four kinds of nutrients needed are present in good degree. Oysters have a larger excess of the flesh building substance relative to the other constituents than milk, so we "balance the ration" by addition of starchy food and fats when eating oysters, thus securing a good meal at a cost that compares favorably with that when other meats are chosen. Oysters hsve aome special points of advantage, among which the following:—

(1) The seas salts that they contain are useful in regulating and stimulating nutritional processes.

(2) They are the tenderest of meats and easily digestible, and suitable even for persons of sedentary habits.

(3) In addition to being easily safeguarded against accidental contamination, there is no oyster parasite known, that will live in the human system.

(4) Oysters are clean feeders; they are practically confined to a selection of the beautiful little plants known as diatoms. I consider oysters a valuable and wholesome food."

After reading from such an authority, even the most timid lover of good things to eat, need not hesitate to enjoy the delicious, appetizing oyster, to the gratification of his palate and the benefit of his digestion.

As an exclusive oyster house we claim to be bette1 equipped to serve you to your satisfaction than the ordinary source of supply. We can supply either "Coast Sealed" or "Sealshipt" oysters as you prefer. There is nothing better grown than the stock we are shipping, which is all from Northern waters and is the run of shucking from four year old stock. We solicit your enquiries.

CONNECTICUT OYSTER CO.

" Canada's Exclusive Oyster House "

50 JARVIS ST. TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ..each	0 04
100 books and over, each.	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancacke Flour per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black Currant	2 00
Red Currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

Red currant	2 00
Black Currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55

Marmalade.

Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—	
Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 25
Diamond, ¼'s, 6 and 12-lb. boxes	0 26
Icings for Cake—	
Chocolate, white, pink, lemon orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz.	0 90
Chocolate Confections—per lb.	
Maple buds, 5-lb. boxes	0 37
Milk medallions, 5-lb. bxs.	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 26
Nonpareil wafers, No. 1, 5-lb. boxes	0 31
Nonpareil Wafers, No. 2, 5-lb. boxes	0 26
Chocolate ginger, 5-lb. bxs.	0 31
Milk chocolate wafers, 5-lb. boxes	0 37
Coffee drops, 5-lb. boxes	0 37
Lunch bars, 5-lb. boxes	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box.	1 36
Royal Milk Chocolate. 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 5c bars, 24 bars, per box	0 85
Almond nut bars, 4 bars, per box	0 85

EPPS'S.

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N. S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s.	0 26
" Vanilla sticks, per grs.	1 00
" Diamond chocolate, ½s.	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 34c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ½, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ½, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; Cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 21c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

Exhibit of the North Atlantic Fisheries, Limited, in the Government Building at the Canadian National Exhibition.

A FASCINATING FISH EXHIBIT

IT was little wonder that practically every visitor who attended the great Canadian National Exhibition at Toronto saw the display of the deep sea fish made by the North Atlantic Fisheries, Limited. The reason was quite evident to anyone who passed through the Government Building. There was found an exhibit of exceedingly high educational value if not the most interesting and educative on the grounds.

Most of us from our youth up have read of the wonderful man-eating shark, which, with supernatural instinct it was said, would follow a doomed ship on the ocean. But few had ever before laid eyes on one of these monsters. In a long, attractive refrigerator show-case of the North Atlantic Fisheries was one of these sharks, weighing pretty close to 2,000 pounds.

There was, too, a trunk turtle that would tip the scales at half a ton; a monster sword-fish that was the cynosure of all eyes; the skate, the blue shark, the halibut, and one would think every kind of finny inhabitant that could possibly inhabit the North Atlantic depths.

It was the first occasion on which these deep sea fish from the waters of the North Atlantic had been on exhibition, and that the display was unique in the annals of the fishing industry in Canada goes without argument.

The exhibit illustrated above was directly across the aisle from the cold storage, and was constructed of the boxes in which the cured fish are shipped. As will be observed on closer examination of the photograph, pails of salt mackerel, salt shad, salt herring, and boxes of boneless, skinless and dried cod fish were neatly arranged at points of vantage all around the booth. The cases were built up in pyramid and arch fashion in a most attractive manner, enclosing a sort of office in the centre.

As the sales manager, Mr. W. R. Spooner, who was in charge of the exhibit, stated to the "Canadian Grocer," the exhibit was designed to create a more widespread interest in the deep sea fisheries of the North Atlantic Coast, and to develop trade still further in Nova Scotia fish, which has long since been carried on along national lines. Canada is renowned the world over for her fisheries, and no small credit is due such firms as the North Atlantic Fisheries, Limited, for bringing our Dominion to the front.

When one considers that this company handles 20,000,000 pounds of fish in a year; that it has buying stations at every important fishing centre in Nova Scotia, Prince Edward Island, and Newfoundland; cold storage plants in Halifax and Port Hawkesbury, and branches in 17 other towns in the maritime provinces, he realises an industry of no mean dimensions, and understands why such a unique and distinctive exhibit could be placed before the eyes of a million people at the Canadian National.

Asked as to the varieties of fish that passed through the hands of the North Atlantic Fisheries, Mr. Spooner cited the following:—Finnan Haddies, Fillets, Kippers, Bloaters, Smoked Cod, Smoked Hake, Boneless Cod, Salt Herring, Salt Mackerel, Salt Cod Tongues, Sounds, etc., etc.

He also stated the company had issued a booklet on "Fish, and How Handled," for the retail trade, which was free for the asking. This is well illustrated, and for anyone desiring to build up his fish trade it would be of great assistance.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case.
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 doz.	5 40
Gold Seal Brand, ea. 4 doz.	5 25
Mayflower Brand, ea. 4 doz.	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz.	4 75
Clover Brand, ea. 4 doz.	4 75
Evaporated (Unsweetened)—	
St. Charles Brand, small, ea. 4 dozen	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 dozen	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, ea. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ⅓	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50lb. case.

Terms—Net 30 days prepaid.

FLAVORING EXTRACTS. SHIRRIFF'S

Quintessential.

1 oz. (all flavors) doz.	1 05
2 oz. (all flavors) doz.	2 00
2½ oz. (all flavors) doz.	2 30
4 oz. (all flavors doz.	3 50
5 oz. (all flavors) doz.	4 50
8 oz. (all flavors) doz.	6 50
16 oz. (all flavors) doz.	12 00
32 oz. (all flavors) doz.	22 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottles (retail at 50c)	4 50
4 oz. bottles (retail at 90)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS

IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ⅓ doz. in case	6 50

LAPORTE, MARTIN, LIMITEE.

Montreal Agencies.

BASIN DE VICHY WATERS.

L'Admirable, 50 qts., cs.	5 00

VICHY LEMONADES.

La Savoureuse Champenoise Cork 50 qts., cs.	8 00
50 pts., cs.	5 00
La Savoureuse "Claret Brown." 100 pts., cs.	9 00
St. Nicholas Champenoise Corks. 50 qts., cs.	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. Olive Oil.

Cs. 25 11 lb. bars, lb.	0 08½
Cs. 200 3½ lb. pieces, cs.	4 00
Cs. 12 3 lb. bars, lb.	0 10½
Cs. 50 ¾ lb. pieces, cs.	3 75
Cs. 50 1 lb. sq. pieces, cs.	4 50
Cs. 50 1 lb. long pieces, cs	4 50
Cs. 200 300 grs. pieces, cs	12 00
Cs. 100 300 grs. pieces, cs	6 00
Cs. 200 200 grs. pieces, cs	7 50

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals. Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple Juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 90

Motts Golden Russett—

Sparkling Cider, 12 qts.	4 50
Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 sp.	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal.

Imported Peas "Soleil"

	Per case
Extra Fins, 50 1 kilo	14 50
Extra Fins, 100 ½ kilo	15 00
Tres Fins, 100 ½ kilo	13 50
Fins, 100 ½ kilo	11 50
Mi-Fins, 100 ½ kilo	11 00
Moyens No. 2 100 ½ kilo	9 50
Moyens No. 3, 100 ½ kilo	9 00
Fins 1 Frs Petit & Cie, 100 ½ kilo	10 00
Moyens, 1 Frs. Petit & Cie, 100 ½ kilo	7 50

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25
Tins—	**Gall.**
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ⅛ gal.	2 60

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases, 4 doz. each, flats, per case	5 40
Cases, 4 doz each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD

COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases, 3 lbs., 20 to case.	0 11¼
Cases, 5 lbs., 12 to case.	0 11⅛
Cases, 10 lbs., 6 to case.	0 11

F.O.B. Montreal.

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45
	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

VERMICELLI AND MACARONI

C. F. CATELLI CO., LIMITED.

Hirondelle Brand

	1 lb. pkgs.	Loose
Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs. cases	7	6½
Egg noodles, case 10 lbs. loose; case 60 pkgs, ½ lb. each	7½	7

Marguerite Brand.

Same assortment as above	6½	6
Egg noodles in 10 lb. cases, loose, in 60 pkgs., ½ lb. each	7	6½

Catelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lbs. (loose)		5½
30 lb. cases, 1 lb. packages		6

Terms, Net 30 days.

D. SPINELLI CO., Registered.

Globe Brand.

Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Alphabets 30 lb. case	7	6½

Spinelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lb. cases (loose)	5½
30 lb. cases, 1 lb. pkgs.	6

Terms—Net, 30 days.

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5.00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 80
1 gall., doz.	19 20
1-16 gall., gross lot	20 80

Have you a line that is needed in the West?

You know the requirements of the Western people—have you any of them? If so, how are you going after this business? Unless you have a permanent Western staff of representatives you will find it hard to get your share of the business the West offers.

With our five large warehouses and a thoroughly efficient staff of representatives we are in a position to offer you the best possible service. We cover the territory often and guarantee sales. Can you do as well?

WRITE TO-DAY

NICHOLSON & BAIN

Wholesale Commission Agents and Brokers

HEAD OFFICE, WINNIPEG, MAN.

Branches: LETHBRIDGE, REGINA, SASKATOON, EDMONTON, CALGARY

Fresh Pork Sausages

September marks the opening of the Sausage Season. Cooler weather and renewed work demand something tasty for breakfast.

Nothing can be more so or more ecomonical than Fearman's Star Brand Fresh Pork Sausages.

Let us book you for a regular daily or weekly shipment.

F. W. FEARMAN CO.
LIMITED
HAMILTON
Established 1854

For 30 Years

Mince Meat and Wethey's have gone hand in hand.

To-day

the two are so intermixed that it is impossible to separate them.

You need mince meat this fall, and if you want **the best** you will insist on

Whethey's

Ask your jobber, or write us.

J. H. Wethey, Limited
ST. CATHARINES, CANADA

THE FAMOUS
GEORGIAN BAY APPLES

BEAVER BRAND

We are again packing this well known Brand of reliable apples. We can now quote you Fall Apples in less than car lots.

WINTER APPLES

We are now in a position to quote prices on car lots or less for fall shipments.
We are again putting up Beaver Brand Evaporated Apples.
Write for prices.

ELLIS BROS.
Wholesale Fruit and Produce
MEAFORD, ONT.

APPLES

Before purchasing write for our quotations on the famous **Georgian Bay** apples. We will be packing from five to ten thousand barrels.

LEMON BROS.
Owen Sound, Ontario

In an
Ontario Retail Store

it's first grade quality that sells—there is only a very limited trade for second or third grade goods.

"St Nicholas"

is the first grade of all the Lemons.

J. J. McCABE
Agent
Toronto, Ont.

NATION'S
SPECIALITIES

Egg Powder
Custard Powder
Jelly Powder
Health Saline

Agents required where not already represented

E. J. NATION & CO.,
LIMITED
Bristol, England

53 Highest Awards in Europe and America
WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered Trade-Mark

Our Cocoa and Chocolate preparations are Absolutely Pure — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co. Limited
Established 1780
Montreal, Can. Dorchester, Mass.

Allison Coupon Books Minimize the Risk of Loss on Credit Accounts

—and bring in the money QUICKER — two mighty good arguments. Installing the Allison Coupon Book System in a store that has credit customers gives the same result as adding more capital to the business—and Allison Coupon Books cost almost nothing.

HERE'S HOW THEY WORK

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no disputes, no errors, no time wasted.

For Sale Everywhere by Jobbers.

Manufactured by
ALLISON COUPON CO.,
Indianapolis, Indiana

When writing advertisers kindly mention this paper.

Cape Cod Cranberries

Fancy Early Blacks
Good Color and Sound

Price, - $8.00
3 bbl. lots, $7.75
10 bbl. lots, $7.50

The lowest price they will be this season.

Oysters and Haddies.

WHITE & CO., LIMITED
TORONTO

FINEST CRAWFORD PEACHES

Let us look after your preserving orders. We will fill with the very finest fresh fruit, guaranteed to please your trade.

All other varieties of Domestic Fruits of the finest quality at fair prices.

The House of Quality.

HUGH WALKER & SON
Established 1861
GUELPH and NORTH BAY

Century Salt

Get on the higher plane of doing business

Sell the pure and good Salt—Century—it is composed of finely granulated, even grained crystals, and is unsurpassed for Table, Dairy or domestic use. A trial will prove the merits of Century.

THE DOMINION SALT Co. Limited
SARNIA - ONTARIO

ALE COME TO THE HEINZ TRADE MARK DEALER

BECAUSE CONSUMERS KNOW THAT

Anything That's HEINZ TRADE MARK Is Safe To Buy.

H.J.HEINZ COMPANY
PITTSBURGH

Every Pound of Anchor Brand Flour has character in every ounce

because extreme care, watchfulness, ability, integrity, the most modern equipment and only the choicest Western Spring Wheats form the complement that obtains the highest possible quality every day in the year.

The most searching analysis and tests make uniformity certain.

As rapidly as people learn all the facts about **Anchor Brand Flour**, they are satisfied only with this Brand.

Anchor Brand Flour is better because the trouble and expense are taken to make it better.

Standard Prices—Worth More.

Free samples for Missourians will be sent to Dealers and Bakers for distribution.

Leitch Brothers' Flour Mills, Ltd.

Oak Lake,, Manitoba

Mott's "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

Hurry!

and get your soap orders in—Fall house-cleaning is just commencing and you will be a loser of many nice profits if your stock is not well supplied with the right kind of Soap and washing powders. Look over these lines they are A1 quality, satisfaction givers, and profit makers.

"PURITY" LAUNDRY SOAP, a cake soap for those who prefer soap in the lump form. Gives splendid satisfaction.

"YOUNG-TOM" WASHING POWDER for washing clothes, floors, dishes, windows, etc., performs a maximum of service with minimum labor. It does not injure the hands.

UNCLE TOM TAR SOAP A perfect shampoo soap and a boon to roughened complexions and hands. Fragrant and soothing. A most pleasing adjunct to the bath.

GLYCERINE PUMICE, a soap which thoroughly cleanses the hands without injury to the skin.

PURE OLIVE OIL SOAP. The purest soap made. A splendid cleanser and a toilet delight for particular people. Wash the Baby with Pure Olive Oil Soap.

We also make Liquid Olive Oil Soap, Liquid Olive Oil Shampoo, and Liquid Tar Shampoo.

GET OUR PRICES.

Young-Thomas Soap Co., Ltd.

Regina, Sask.

We have them

Giant

Prince

Globe

Beaver

Fruit Jar Rings

Quality Guaranteed

Walter Woods & Co.

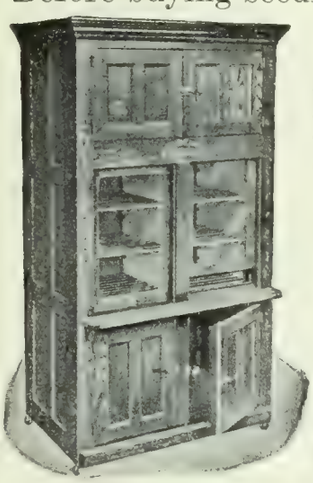
HAMILTON and WINNIPEG

EUREKA
REFRIGERATORS

fill the requirements of the modern store

The experience of over a quarter of a century is behind the manufacture of Eureka Refrigerators. All the most modern improvements for perfect refrigeration on strictest sanitary principles are embodied in the **Eureka**.

Before buying secure one of our catalogs containing prices and explaining in detail the workings of the **Eureka** dry cold circulating air method.



Eureka Refrigerator Co.,
Limited
54 Noble Street TORONTO

Montreal Representative
JAMES RUTLEDGE, Tel. St. Louis 3076

Distributing Agents, Walter Woods & Co., Winnipeg

Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

Cow Brand Soda
reliable, pure, uniform

Because of its well-known reliable quality, its absolute purity and its strength, Cow Brand Soda is the prime favorite of the housewives everywhere. It meets with steady sale and brings you a good profit.

Get it from your jobber.

CHURCH & DWIGHT
Manufacturers LIMITED
MONTREAL

Do You Know Triscuit?

If you don't, take home a box of this delicious Shredded Wheat Wafer, have some of it toasted in the oven to restore its crispness, then eat it hot or crisp with butter, soft cheese or marmalades. It has in it all the body-building material in the whole wheat grain, made digestible by steam-cooking, shredding and baking. If your customers like Shredded Wheat Biscuit for breakfast, they will surely like Triscuit for luncheon or for any meal. Try it with hot cocoa, malted milk or other beverages.

The Canadian Shredded Wheat Company,
Limited,
Niagara Falls, Ont.

Toronto Office
49 Wellington Street E.
(S-94)

Help Her With the Baking

The majority of women take great pride in making fine cake, bread or pastry—they like to have them of even flavor, baked thoroughly, but evenly, and above all, tasty. Give them

Windsor
TABLE SALT

and you make baking success more certain. Poor salt means poor baknig, everything "goes flat" after hours of work over a hot stove, and that means disappointment. Help the housewife avoid that.

Canadian Salt Co., Limited
WINDSOR, ONTARIO

A Thanksgiving Window Dressing Contest

At Thanksgiving practically every grocer makes a special window display. It is a time when there is much feasting and a strong selling window trim means a great deal to the retailer in not only direct results but in permanent advertising. This year the harvest has been good and Thanksgiving should mean much to the live dealer.

CANADIAN GROCER will have a Thanksgiving Window Dressing contest this year. Why not come in on it? You will have a good display. It will mean much to your business. Let it be a help to others. Plan now to surpass your former efforts and to enter it in this contest.

Windows will be judged from the standpoints of Selling Power, Attractiveness and Originality, in the order mentioned.

The competition is open to merchants and their clerks in Canada and Newfoundland.

There will be two classes in the contest—Class 1 and 2 with three prizes in each class.

Winners in each class will receive $5, $3 and $2 respectively, making a total of $20 in prizes.

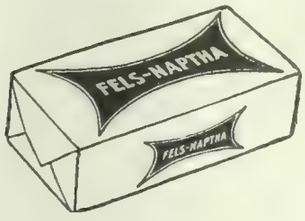
When the time comes see that your photographer gets you a good picture. Write The Editor now for a page of suggestions on photographing the window in order to eliminate reflections. This will be sent free on request.

THE EDITOR, THE CANADIAN GROCER
143-149 University Avenue
TORONTO

Your Assets

are solidified every time you say "Fels - Naptha" to your jobber!

Soap of well-known, constant, uniform quality like Fels-Naptha which is such a favorite with jobber, dealer and consumer, could not but be the selection of the careful-buying grocer.



"The Mistakes of Moses."

"Mose," said the good-looking grocer to his new clerk, a week ago last Wednesday, "if Mrs. Jennings phones for Jell-O again to-day, don't you attempt to persuade her to take anything else. People who want

JELL-O

want it, and it's best to hand it out. It pleases them and they come back.

"Getting customers to come back for more is good business, Mose."

And Mose replied, "Yes, sir; all right, sir. I never make the same mistake, twice, sir."—which is a good idea.

There are seven fine *pure fruit* Jell-O flavors, and you can never make a mistake recommending any of them.

THE GENESEE PURE FOOD CO.,
Bridgeburg, Can.

The name JELL-O is on every package in big red letters. If it isn't there, it isn't JELL-O.

HOLDS EVERY SIZE BAG FROM ¼ TO 10 LBS.

hangs right above the counter ready for use. Saves time, space and waste in bags. **No hole punching** or any extra trouble whatsoever, simply lay the bags in their respective compartments. Quicker service a certainty. No up-to-date store should be without one.

Selling Agents for Canada:
KILGOUR BROS.
21-3 Wellington St. W., Toronto

O. P. McGREGOR
Patentee and Manufacturer
411 Spadina Ave., Toronto

BUY

"Redona" and "Matador"

SHELLED

ALMONDS

The most popular amongst the Grocery and Confectionery Trades

COSMELLI & COMPANY

Packers and Shippers of the well-known Red "C" and Red "B" Fruit Pulps.

Monument Buildings, London, England

"KING OSCAR"

The Hall Mark of Quality in Sardine-dom

"KING OSCAR"

SARDINES

By Special Royal Permission

You can offer "KING OSCAR" Sardines to your most fastidious patrons without the least misgiving. They are of the highest quality and of uniform size, prepared and packed under the most sanitary conditions, and with the most painstaking care.

KING OSCAR Sardines are packed in the finest quality Olive Oil in solderless cans. Canadian people know these widely advertised sardines as the "Sardines that make Stavanger famous." Take advantage of our wide-spread advertising, and introduce the real sardines of quality in your town.

They will help you win. Ask your wholesalers.

CANDIAN AGENTS

J. W. BICKLE & GREENING

(J. A. Henderson)

HAMILTON, - CANADA

THE

British Columbian Fisheries, Limited

Salmon Packers

SALMON BRANDS:—
"Location"
"Dreadnaught"
"Aliford Bay"

FRESH FISH

FISHING STATIONS:—
Skidegate
Aliford Bay
Cumshewa

Manufacturers of
FISHMEAL, FERTILIZER, and SKIDEGATE DOG FISH OIL and RAT FISH OILS

OFFICES—
Bank of Ottawa Building
VANCOUVER

25 Victoria St.
LONDON, ENG.

Telegrams "Fishfoods" Vancouver

Superlative Quality Consistently Maintained

Malcolm's preserved milk products are noted for their high and unvarying quality—only the richest and purest cow's milk being used.

Grocers should tone up their stocks with the Malcolm lines. Your customers will appreciate them.

Order from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax. We will prepay freight up to 50c per 100 lbs.

St. George Evaporated Milk, 4 doz. in case $3.60
Princess Condensed Milk, 4 doz. in case.. 4.50
Banner Condensed Milk, 4 doz. in case... 5.25

J. Malcolm & Son, St. George, Ont.

Don't Take the other Fellow's Dust

Forge ahead, be a leader in the business race. If you handle highest quality goods you will easily get ahead.

D.W.C. Spanish Olives

are a quality line that will assist you in making the spurt ahead. **D. W. C.** Olives are carefully selected and carefully packed in best brine. They sell at a moderate price. Increase your patronage and profits.

Rowat & Co.

Glasgow, Scotland

CANADIAN DISTRIBUTORS

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba, and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

Pacific Coast Halibut and Salmon

FRESH AND FROZEN

Order your Pacific Coast Frozen Halibut and Salmon for next Winter's requirements from

The Canadian Fishing Company, Limited

VANCOUVER, BRITISH COLUMBIA

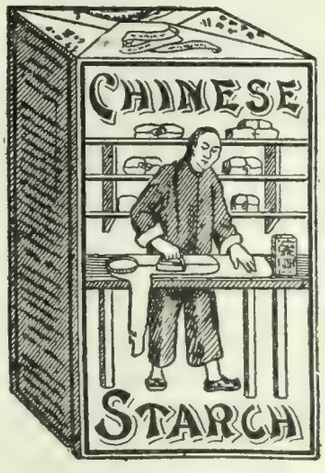
Write for prices and information.

We produce and ship all kinds of Pacific Coast Fish—Fresh—Frozen—Salt—and Smoked.

Quality and Service Unsurpassed

No Need to Sell Poor Starch

Chinese starch puts the laundry finish on home ironed goods. It is the only starch that contains the secret process oil that makes the iron slide easily.



Chinese Starch

imparts a perfect gloss with least effort, also adds a faint aroma to the linen. Full 16 oz. to the package. Chinese Starch satisfies and keeps on selling.

Ocean Mills, Montreal

O. Lefebvre, Prop.

AGENTS:—Standard Brokerage Co., Vancouver, B.C.; John J. Gilmor, Winnipeg, Man.; Harry Horne & Co., Toronto, Ont.; Norman D. McPhie, Hamilton, Ont.; The Lawrence Nfld. Co., Ltd., St. John's, Nfld.; J. J. McKinnon, Charlottetown, P.E.I.; Boivin & Grenier, Quebec, Que.; Eug. Foliot, St. Pierre, Miquelon; Scott, Boyd & Co., Port of Spain, Trindad, B. W. I.; Desmarais & Gregoire, Chicoutimi, Que.; and all the Wholesale Grocers throughout the Dominion.

In the Goods and in the Packing

are found those qualities which have given Canadian sea foods so wide a market and the turnover, heavy though it is, is annually growing.

No brand is so widely called for as the

Brunswick Brand

Our supplies—the choice of the fishermen's catches, together with long experience and modern equipment, we are enabled to turn out the most perfect that can be made.

Our plans always have been to co-operate with the wholesaler and retailer and to give the consumer a good article at a fair price.

Just look over your Stock, Mr. Grocer, and see what "CONNORS" lines you are short. Then order — here is a partial list:—

¼ Oil Sardines	Kippered Herring
⅜ Mustard Sardines	Herring in Tomato Sauce
Finnan Haddies	Clams
(Oval and Round Tins)	Scallops

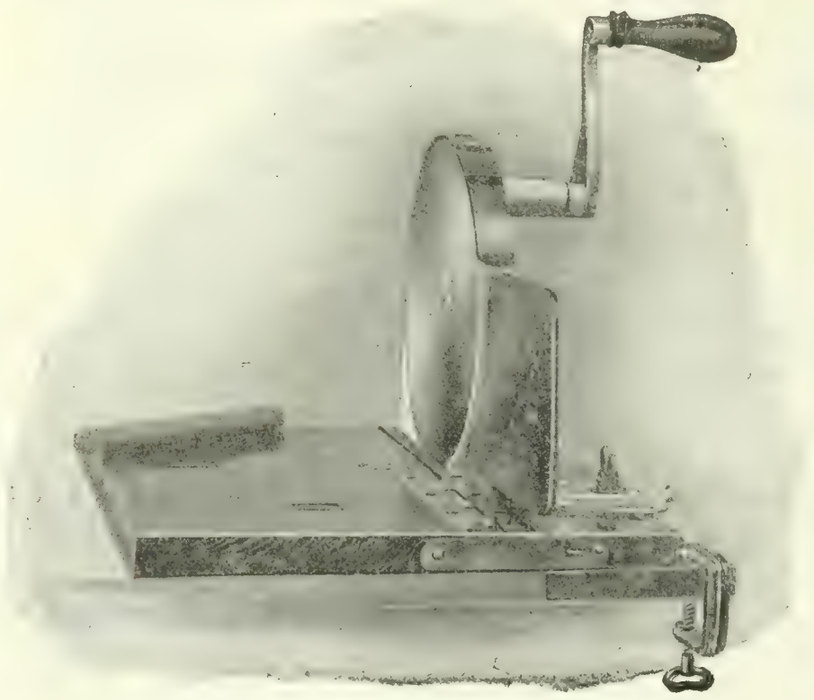
CONNORS BROS.

Limited

Black's Harbor, N.B.

AGENTS:—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas Duncan, Winnipeg, Man.; Shallcross, Macaulay Co.; Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

Will Revolutionize Meat Slicing



THE LOWEST PRICED MACHINE MADE

Every grocer, large or small, can now have a meat slicing machine; in fact, none should be without one. It saves time, labor, money—the best investment you can have. The

IMPERIAL
Slicing Machine

is the simplest in construction, the lowest in price, neat, easily cleaned, slices uniformly and gives more slices of bacon to the pound. It will do all that the highest-priced machine will do, and more, because it slices the end pieces, is noiseless, slices everything. Send postal to-day and learn the **extremely low price** of this machine.
It is a wonder. Write now to any of the following:

W. G. Craig & Co., Ltd.

CANADIAN AGENTS

KINGSTON, ONT.

DISTRIBUTORS:

D. S. Robertson & Sons, Ottawa, Ont.
Eby-Blain, Limited, Toronto, Ont.
W. H. Gillard & Co., Hamilton, Ont.
A. M. Smith & Co., London, Ont.
The Howe, McIntyre Co., Montreal, Que.
J. B. Renaud & Cie., Quebec, Que.
G. E. Barbour Co., Ltd., St. John, N.B.
Bauld Bros., Ltd., Halifax, N.S.
Codville Co., Ltd., Winnipeg, Man.
A. Macdonald Co., Ltd., Winnipeg, Man.
Jobin Morrin Co., Ltd., Winnipeg, Man.
Codville Co., Ltd., Saskatoon, Sask.
Codville Co., Ltd., Moose Jaw, Sask.
Macdonald, Cooper & Co., Edmonton, Alta.
A. Macdonald Co., Ltd., Nelson, B.C.
A. Macdonald Co., Ltd., Fernie, B.C.
Kelly, Douglas & Co., Ltd., Vancouver, B.C.

Good Selling Tobaccos—

These lines are extensively advertised—customers come in CONVINCED—selling is easy work for yourself and clerks.

"ROSE QUESNEL"

Smoking Tobacco — A really GOOD CANADIAN Smoking Tobacco. Sweet —Fragrant—Pure.

"KING GEORGE"

Navy Plug Chewing Tobacco—In a class by itself. Delicious and non-irritating.

Dealers handling these "Leaders" are not left to move the goods from their shelves by their own efforts.

Rock City Tobacco Co., Ltd.

QUEBEC

ADS AND SALES

By HERBERT N. CASSON

A Study of Advertising and Selling from the Standpoint of the New Principles of Scientific Management

Something in it for Every Advertiser, Advertising Manager, Corporation, Salesman, Sales Manager, American Business Man.

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IX. An Analysis of Current Advertising
X. The Future of Advertising
XI. Public Opinion
XII. The Professional Outsider

PRICE, $2.00 NET

Postage, 13 cents additional

TECHNICAL BOOK DEPARTMENT

MacLean Publishing Co.,
143-149 University Avenue, Toronto

KIT

COFFEE

"perfectly simple to make
Simply perfect when made"

Dear Mr. Grocer,

You are a judge of good coffee; your wife will **appreciate the simple and quick manner in which KIT is prepared**—send now for a free trial bottle—then think about your customers.

Messrs. F. E. ROBSON & Co.
25 Front St. E., Toronto.

Please send us a sample of KIT Coffee and selling plan.

Name.....

Address.....

It is one thing to make Paper Bags that are *occasionally good.* It is quite another thing to make them so that they are not only always better than all other makes of Bags, but *always of unvarying* goodness.

The name "CONTINENTAL GERM PROOF" stamped on each package, means that if a million packages of "CONTINENTAL GERM PROOF BAGS" were placed before you, you could choose any one of them, confident that every Bag in that package would be as *good* as the *best* paper bag *ever* manufactured.

The Continental Bag & Paper Co., Limited

Exclusive Manufacturers of
Automatic Opening GERM PROOF Reinforced Bottom Paper Bags

OTTAWA, ONTARIO

DISTRIBUTORS:

ONTARIO—The Continental Bag & Paper Co., Ltd., Ottawa and Toronto. Walter Woods & Co., Hamilton.

MANITOBA, ALBERTA, SASKATCHEWAN—Walter Woods & Co., Winnipeg.

NOVA SCOTIA, PRINCE EDWARD ISLAND, CAPE BRETON ISLAND — Thomas Flanagan, Upper Water Street, Halifax.

NEW BRUNSWICK—J. Hunter White, Agent, North Market, St. John.

BRITISH COLUMBIA Smith, Davidson & Wright, Ltd., Vancouver.

QUEBEC PROVINCE—The Continental Bag & Paper Co., Ltd., Montreal.

The McCaskey makes the business grow and grows with the business

The expansion type **McCaskey Register** is an exclusive feature of this system. There are many other distinctive features that recommend it to every aggressive business.
Wholesale accounts can be kept in what is known as the accounts payable section. The accounts payable section of the **McCaskey** is equipped with a double leaf. This section enables you to handle every detail of your business with wholesalers. It enables you to arrive at your net worth every day. No night work, no errors with the **McCaskey,** and your accounts are automatically collected. You should find out more about this system—a postal will put you under no obligations whatever, and will bring you full particulars.

Manufacturers of "Surety" Carbon Back Counter Check Books

THE

Dominion Register Co.

LIMITED

TORONTO ONTARIO

Trafford Park, Manchester, Eng.
Melbourne, Australia

The Largest Manufacturers of Carbon Coated Salesbooks in the World

Showing Electric Recorder and Cash Till

CLASSIFIED ADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

FOR SALE

NEW ARCTIC REFRIGERATOR, SIZE 7 ft. x 9 ft. x 10 ft. high (up-to-date), bargain for quick sale. Also new Toledo Scale. Apply Box 322, Simcoe, Ont.

GROCERY FOR SALE

HIGH-CLASS GROCERY AND PROVISION business and fixtures for sale. Situated in Toronto, on corner in rapidly growing locality. Modern equipment; 2 delivery outfits, coffee mill, computing scales and interior fittings. Lease can be renewed at reasonable terms. Communicate direct with us, D. M. Johnson & Co., Real Estate, 948 Gerrard St. E., Toronto.

WANTED

AGENT WANTED IN EVERY TOWN IN Canada. Make money spare time and evenings. Write now. Lock Box 120, Davenport, Iowa.

MISCELLANEOUS

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro', Ont., solicits your orders.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St., West, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. tf

FIRE INSURANCE, INSURE IN THE HARTFORD. Agencies everywhere in Canada. THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice street, Toronto.

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada. WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

WHEN A CUSTOMER

inquires for a flavor, suggest

MAPLEINE

It's pure and good—when once tried it is always used.

Order of Your Jobber, or Frederick E. Robson & Co., 25 Front St. E., Toronto, Ontario.
Mason & Hickey, 287 Stanley St., Winnipeg, Man.

The Crescent Mfg. Co.
SEATTLE, - WASH.

CIGAR EXCELLENCE
BEN BEY
10 Cents Worth of Delight

Your customers will appreciate your stocking this leader. Not only look good in the case but smoke good. Give them the best.

Write us or ask your jobber.

Ed. Youngheart & Co., Limited
MONTREAL

Pascall's
ENGLISH
Confectionery and Chocolates

Quality: The Purest and Best
Variety: The Largest
Prices: Right

AGENTS—

Toronto: The Toronto European Agencies 8 122 Wellington St. West.
Winnipeg: Ruttan & Chipman, Fort Garry Court.
Vancouver: C. & J. Jones.
New Brunswick: J. E. Angevine, Hampton

Experienced Salesman,

having connection in Manitoba and Saskatchewan, seeks to represent house of good repute. Address Energy, c/o Canadian Grocer, 34 Royal Bank, Winnipeg.

Mr. MANAGER,
Anywhere.

Dear Sir:—

I want a start—just a common garden variety start, on the first rung of the ladder. I want to learn your business from A to Z.

I am twenty-two years, young, possessed of a fair education, and willing to work—underline the work. My earlier years were spent in heavy lifting, at which I was not a failure. My later years in executive work, of which my references give the details. Without boasting, let me say I can work and make others work for me.

Remember, I do not want a job—merely a start. I will have the job later on. I am going to win in some business—will it be yours?

I would gladly confer with you at your convenience, and shall appreciate an appointment.

Sincerely,
Box 31,
Canadian Grocer,
Toronto.

(37)

Buyers' Guide

WRITE TO
10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
If you are interested in Irish trade.

COMTE'S COFFEES
The profits please the dealer. The quality pleases the customers.
We want more agents. Write.
Augustin Comte & Co., Limited
P.O. Box 2963, MONTREAL

GRATTAN & CO., LIMITED
ESTD. 1825
The Original Makers of
BELFAST GINGER ALE
Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

SUCHARD'S COCOA
The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.
FRANK L. BENEDICT & CO.
Agents Montreal

When writing advertisers kindly mention having seen the advertisement in this paper

You Won't Need the Law

to collect your accounts. We will do it at less cost to you. We collect accounts anywhere in Canada and the United States. If you have any old accounts it will pay you to get in touch with us.
Special forms sent on request.
Write To-day
The Nagle Mercantile Agency
Westmount, Montreal, Que.

O. E. Robinson & Co.
Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - - Ontario
Established 1886.

ESTABLISHED 1849
BRADSTREET'S
Offices Throughout the Civilized World
OFFICES IN CANADA

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Victoria, B.C.
Halifax, N.S.	Hamilton, Ont.
London, Ont.	Montreal, Que.
Ottawa, Ont.	Quebec, Que.
St. John, N.B.	Toronto, Ont.
	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.
THOMAS C. IRVING, General Manager Western Canada
TORONTO

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

TWO CENTS PER WORD
You can talk across the continent for two cents per word with a WANT AD. in this paper

HOLLAND RUSK
is not an article that will be tried and disused after one
It has real merit and it will be well worth your while
push it.
HOLLAND RUSK COMPANY
HOLLAND. MICH.

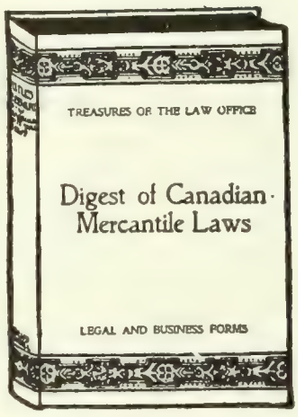
D. & J. McCallum
Perfection Scotch Whiskey
One of the most widely advertised Scotch Whiskies of the day. McCallum's Perfection Scotch is distinctive in flavor, and is noted for its mellowness of age. It does not have that "smoky" taste of most Scotch whiskies.
Stock McCallum's Perfection
WM. E. McINTYRE, LIMITED
General Agent
23 WATER STREET - - ST. JOHN, N.B.

Talking to the Point
CLASSIFIED WANT ADS. get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads. are so production of the best kind of results.
CLASSIFIED WANT ADS. are always noticed. They are read by wide-awake, intelligent dealers, who are on the lookout for favorable opportunities to fill their requirements.
TRY A CONDENSED AD. IN THIS PAPER.

THE GROCER'S LIBRARY

"Digest of the Mercantile Laws of Canada."

A ready reference for merchants and their assistants in their daily business.



Have you any outstanding accounts you wish you could collect? This book will show you HOW.

NEW EDITION—1913

No work published in Canada equals it for the Grocer

The entire work has been critically revised, a considerable amount of new matter added, and numerous cases and authorities have been cited in support of the most important points in the various Chapters. It is bound in the same dark green cloth.

A veritable consulting library on this one line so universally needed.
Based on Dominion and Provincial Statutes and Court Decisions.
Indorsed by barristers, sheriffs, magistrates and conveyancers.
Recommended by the Ontario Institute of Chartered Accountants.
Used by more accountants, bankers and business firms than any other work on the subject. Forwarded direct post free on receipt of price.

EASTERN EDITION, PRICE, $2.00
SPECIAL WESTERN EDITION, $2.50

To meet the needs of subscribers in New Ontario and the Western Provinces, where land is under The Land Titles System of Registration, an Appendix of 16 pages, containing a synopsis of the Land Titles Acts, has been added to our regular edition, thus constituting a special "Western Edition." Price, $2.50.

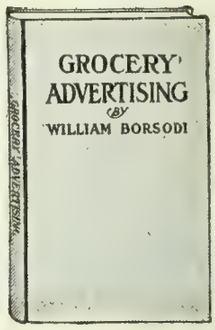
Practical Bookkeeping

By James B. Griffith

288 pp., 140 illus. Cloth binding. Theory of accounts; methods of bookkeeping; single entry and double entry; journalizing and posting; cash discounts; bank deposits; single proprietors' and partners' accounts; retail business; inventory; departmental records; partnership accounts; books and forms used; accounting for commission and brokerage business; produce shippers' books; commission merchants' books; storage accounts; special records. Price, postpaid, $1.60.

Grocery Advertising

BY WM. BORSODI



Price Postpaid $2.00

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

Tea Hints for Retailers

By John H. Blake

This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects:

HOW TO ESTABLISH A TEA TRADE

The Tea Gardens of the World.
Tea from Seed to Leaf
Tea from Leaf to Cup
The Tea Marts of the Orient
How to Test Teas
Where to Buy Teas
Is it Wise to Place an Importation Order?
Bulk Versus Package Teas
Tea Blending

Price postpaid, $2.00.

275 Pages **24 full-page illustrations**

The MacLean Publishing Co., Ltd.

MONTREAL TORONTO WINNIPEG VANCOUVER

BOOK DEPARTMENT
143-149 University Ave., Toronto

All orders payable in advance.

If remitting by cheque make same **payable at par,** Toronto

Pickling Spices

Push the sale now, but see that you push

HUGMAN'S
PURE ENGLISH
SPICES

because you are sure of purity. No chance of a fine. They are the very best procurable.

Seeing that we make a special feature of purity you should let us help make it one of the features in your store.

A.W. Hugman, Limited
Montreal

Swallow Brand
(Hirondelle)

Macaroni and Vermicelli is a brand of worth, because the best elements unite in its production, the result being the height of perfection from every standpoint.

There's Worth in Quality

The "Swallow" Brand proves the worth of its quality. Manufactured with the best quality of Canadian Flour, in the best equipped mills, and under the management of experts, it fears no competition as to quality and freshness from the imported article.

SOLD ANYWHERE LIKED EVERYWHERE

C.H. CATELLI CO., LIMITED
MONTREAL

Mr. C. C. Mann, 517 Board of Trade Bldg. Toronto, Can., Agent for Province of Ontario

During Fall and Winter, People Eat More Meats

and with the meats invariably go CATSUP or Sauces. **Sterling Brand** Catsup and S. B. Sauce stand in a class of their own. They are made of purest and best ingredients and are a delight to the most exacting epicure. Get a stock and get them going.

Sterling BRAND

The
T. A. Lytle Co.
Limited
Sterling Road Toronto

Dust on The Floor Means Dust on The Sunbeam. That Means Dust all Over.

Keep the Dust Down by Using

ANTI-DUST

After you find how nicely it works, tell your Customers all about it.

For Attractiveness of Tin and Quality of Powder You Can't Beat ANTI-DUST.

Sapho Mfg. Co., Limited
MONTREAL

They All Want KNOX GELATINE

KNOX GELATINE is always in demand. Each package makes TWO FULL QUARTS of delicious jelly. It is easy to prepare. KNOX SPARKLING ACIDULATED 3-lb. package contains an extra envelope of LEMON FLAVOR, ready for use. All these points in favor of KNOX GELATINE have been extensively and persistently advertised, with the result that KNOX GELATINE is a lively, steady seller at all seasons. Grocers everywhere find it the best gelatine to push, not only because it pleases customers, but, also on account of the good profit they make out of the retail price of fifteen cents per package. Are you getting YOUR share of sales?

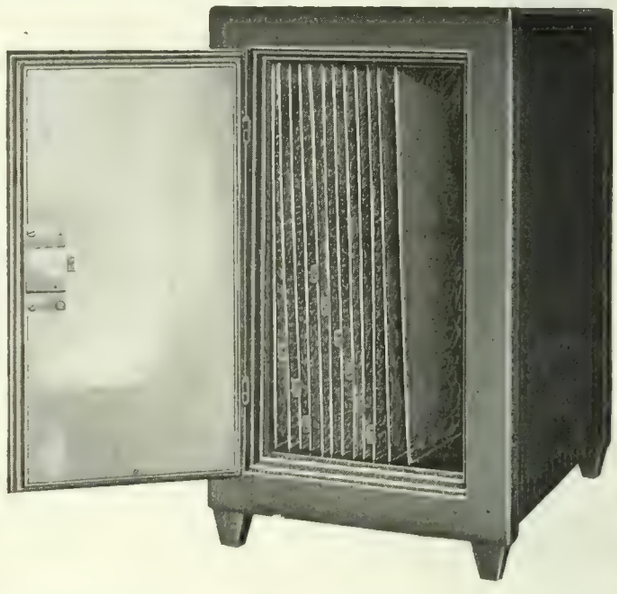
CHARLES B. KNOX COMPANY

JOHNSTOWN, N.Y.

Branch Factory, Montreal, Canada

TWO AT THE PRICE OF ONE

Increase Your Profits Without Cost by using the Ullman Account Register and Safe



The only proper, speedy and safe means of handling credit accounts. The latest, simplest and best account register on the market. Disputes and arguments are prevented. Customers are satisfied. Buying and selling are put on a just basis for merchant and customer alike. Customers like to deal where the Ullman Register is used.

Hamilton Ideal Mfg. Co., Limited, Hamilton, Ont.

Toronto Office—482 College Street **Montreal Office—181 Bleury Street**

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128 Years Ago

The first bottle of

PIPER-HEIDSIECK

Champagne appeared, and ever since this brand has held the place of honor amongst all others.

PIPER-HEIDSIECK

leaves nothing to be desired, that's why it is the best.

Brut, Sec, Tres Sec. In cases and baskets, quarts, pints, splits.

"BACCHUS"

For a tonic or appetiser unequalled. Only the choicest grapes from the famous Burgundy vineyards with genuine vegetable ingredients unite in its production.

The Medical Profession Recommend it.

Get the Real

$8.00 per case of 12 litres.

MILLERS' MALT EXTRACT.

If any of your customers are reviving or just convalescent suggest a bottle of this system builder. It is a powerful tonic.

$15.60 Box of 8 doz., or $2 per doz.

Write, 'Phone or Wire.

Laporte, Martin, Limitee

568 St. Paul St., - Montreal

Telephone Main 3766

Dodge the Pessimist!

A pessimist is a man who cannot see the good in anything. He is short-sighted, grouchy and usually wants to be left alone.

Leave him alone.

A man who cannot see good in ADVERTISING is a pessimist.

He is out of alignment. He is out of focus.

Leave him alone. Ostracize him. It's his only hope.

Beware of the man who does not advertise and of unadvertised goods.

The printed word costs money and is permanent. It is everlasting evidence which cannot be disclaimed or disputed. Because of this it tells the truth. It may be attractive, but nevertheless the truth.

Favor the salesman of an advertised house. He has back of him a liberal policy which is invariably reflected in his goods and in the service of the firm he works for.

Read the advertising pages of your trade paper, and get to know the firms who advertise. They are the people it will pay you to deal with. Advertising is their way—the modern way—of telling you that they are reliable, up-to-date, and in every way, good people to do business with. Furthermore it stamps them as optimists.

Dodge the pessimist. He doesn't want your trade, anyway.

If he does, why doesn't he say so?

Twenty-six and a half cents on every dollar is yours

Every dollar you invest in "Richards' Quick-Naptha" and "Richards' Pure Soap" will give you a net profit of 26½c., to say nothing of the tremendous satisfaction you will give your patrons with every sale.

This satisfaction means a growth of your soap business and incidentally the development of your other departments. Housewives appreciate the superior quality of these soaps—they are economical and very effective without much rubbing.

Sold through the wholesale trade.

Sanitary Cans

"The Can of Quality"

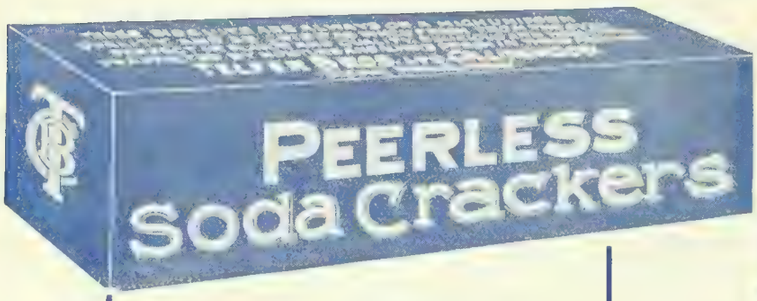
Tomatoes, Peaches, Pears, Plums, Apples.

Enamel Lined Cans for Strawberries, Raspberries, Beets.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

A Few Of Telfer's Lines



If your customers are cracker cranks you can please them with Telfer's Peerless Soda Crackers or Cream Sodas. They are always fresh, crisp and creamy.

What can be more in demand than these healthful crackers—Telfer's Oatmeal crackers are prime favorites around the home both both with the children and grown-ups.

A particularly pleasing wafer when used with boullion cups or soups. It fills the demand for a light lunch wafer cheese and wafers.

The Telfer Vanilla Wafers are satisfying and delightfully pleasing to the most delicate palate. They are dainty, yet quite inexpensive.

An exceedingly wholesome and nutritious food is embodied in the Telfer Graham Wafers. They are thin, crisp and very palatable.

Push Telfer's Fancy Biscuits For Your Own Profit

Write For Prices

Telfer Bros., Limited, Collingwood, Ont.

Branches: TORONTO, WINNIPEG, HAMILTON, FORT WILLIAM

THIS IS THE 1,346th ISSUE OF

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII. PUBLICATION OFFICE: TORONTO, SEPTEMBER 26, 1913 No. 39

A Natural Remedy

There is no simpler, safer, or more agreeable preparation than

ENO'S 'FRUIT SALT'

The approved remedy for driving out disease germs. Its action is quick and thorough. It clears the intestines, rouses the torpid liver to new life, stimulates the mucous membrane to a healthy action, and cleanses and invigorates the whole digestive tract.

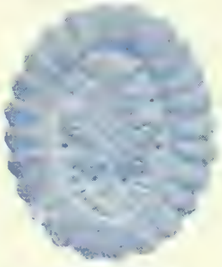
For more than thirty-five years Eno's Fruit Salt has been before the public both at home and abroad.

Largely advertised and **well established** it is now in **good demand** and is therefore bound to carry with it enquiries for other lines.

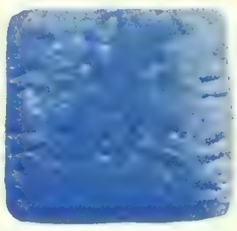
Should consequently be stocked by all Chemists, Grocers and Stores.

Prepared only by **J. C. ENO, Limited, 'FRUIT SALT' Works, London, Eng.**

The Connaught



A Princely Biscuit



Pat-a-Cake

Bourbon

Chocolate Sandwich

Ye Billiken

P. F. Short Cake

biscuits from across the "brine"

Peek, Frean **P.F.** London

Peek, Frean's Biscuits are the most toothsome of all. :: ::

Have you tried the famous P.F. Short Cake?

Proof of the popularity of this delicious biscuit is in the fact that about 325,000,000 were sold the year of its introduction. The delightful crispness, the genuine old time short cake flavor and the richness of quality not only sell the first order, but ensure continued demand.

The Connaught

P. F.'s latest introduction—a delicious biscuit—good design, popular name, attractive flavor, striking label. About 48 to the lb.. All P. F. Biscuits are shipped in hermetically sealed tin boxes, are always oven fresh. A postal today to any agent will bring samples of these lines.

PEEK, FREAN & CO., Limited

Biscuit Manufacturers

LONDON, ENG.

AGENTS: British Columbia—The W. H. Malkin Co., Ltd., Vancouver; Alberta, Manitoba, Saskatchewan, Ruttan & Chipman, Fort Garry Court, Winnipeg; Ontario, The Harry Horne Co., 309-311 King St. W., Toronto; Ottawa and Eastern Canada, Frank L. Benedict & Co., 45 St. Alexander St., Montreal.

—caught right and canned right where they are caught

"Thistle" Brand Haddies

The packers of "Thistle" Brand Canned Haddies have further improved the packing of their product by the adoption of a new seamless, sanitary tin. These tins are of ½ and 1 lb. sizes, and are attired in particularly striking labels.

The new tins will tend to still better preserve the deliciousness of the freshly caught fish and will give the dealer a new talking point in selling.

"Thistle" Brand Haddies are backed by a lifetime experience; they are absolutely free from slime or any uncleanliness whatsoever.

Other lines of "Thistle" Brand fish are Kippered Herring, Herring in Tomato Sauce, Tunny Fish, etc., all leaders of quality in their respective lines.

Serve your own and your customers' best interests by displaying well and recommending the leader—"Thistle" Brand.

Arthur P. Tippet & Company

Agents

Montreal *Toronto*

Wagstaffe's Mincemeat and Plum Puddings

Mincemeat Season Mr. Grocer

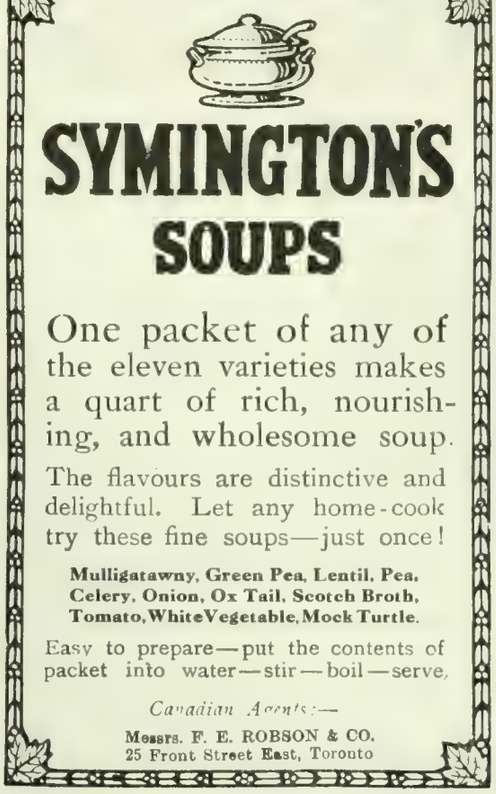
Mincemeat, Plum Puddings, Drained Cut Peel, Orange and Lemon mixed in 1 lb. cartons and 25 lb. Gold Lined Pails.

Mincemeat packed in 1 lb. glass, 2s, 5s, 7s. and 25 lb. Gold Lined Pails.

Plum Puddings packed in 1 lb, 2 lb. and 3 lb. crocks. 1 dozen to the case.

REPRESENTATIVES:

W. L. Mackenzie & Co.,	Winnipeg, Man.
McKelvie & Stirrett,	Calgary, Alta.
Dominion Brokerage Co.,	Edmonton, Alta.
Shallcross, Macaulay & Co.,	Vancouver, B.C.
R. S. McIndoe,	Toronto, Ont.
Gordon Miller,	Montreal, Que.
H. M. Wylie,	Halifax, N.S.



SYMINGTON'S
SOUPS

One packet of any of the eleven varieties makes a quart of rich, nourishing, and wholesome soup.

The flavours are distinctive and delightful. Let any home-cook try these fine soups—just once!

Mulligatawny, Green Pea, Lentil, Pea, Celery, Onion, Ox Tail, Scotch Broth, Tomato, White Vegetable, Mock Turtle.

Easy to prepare—put the contents of packet into water—stir—boil—serve.

Canadian Agents:—

Messrs. F. E. ROBSON & CO.
25 Front Street East, Toronto

Your Experience and Our Experience

Your experience, Mr. Dealer, has largely been in the selling of food-stuffs, and no doubt you have found that by stocking and recommending pure and high quality lines your sales are decidedly more steady, your profits a certainty and your customers pleased.

Our experience of over 50 years has been in the Condensing and Evaporating of the most essential and yet the most delicate article of food—Milk. The lengthy experience and perfectness of system has put the Borden Brands in the pinnacle position for quality and purity.

Our point is clear, Mr. Dealer,—need we say more.

Borden Milk Co., Limited

"Leaders of Quality"
MONTREAL

Branch Office: No. 2 Arcade Building Vancouver, B.C.

BORDEN'S

B. CANNON & Co., Ltd.
LINCOLN, ENGLAND

PURE GELATINES

Stocks:-Toronto, Montreal, New York.

SOLE AGENTS

FINEGAN & ELLIS
506 Board of Trade Bldg.
TORONTO

TRADE MARK E D S

Preserved Purity

Highest in Government Test

Your Decision Means Money

on the brand of Jams and Jellies you decide to stock depends your success in **sales, profits** and the **good will** of your customers.

E. D. S. fresh fruit products never disappoint, the people enjoy the fresh, unadulterated fruit flavor, they want more and more. Thus the dealer can enjoy big sales, big profits and the good-will of his patrons. E. D. S. products are

100% PURE

This has been proven by the most rigid Government tests, and no merchant can overlook this fact if he is anxious to give his patrons the best value possible to for their money.

The fall season is Pork and Bean time. Stock and recommend the E. D. S. Brand — the kind that is as pure and good as its name (E. D. S.), in preservedom. Try a sample order.

E. D. Smith & Son, Ltd.

WINONA, ONT.

AGENTS: NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N S.; J. GIBBS, Hamilton.

Peas that Please the Palate!

¶ Instead of selling Foreign Peas to supply the demand for finer grade peas, sell "Sweet Wrinkle" and "Early June" Brands.

¶ They are the lines that will help increase the demand for the higher grade peas and will give your customers greater satisfaction and yield you a better profit.

¶ The vivid green color, so noticeable in Foreign Peas is produced by a chemical, this not only destroys the true flavor of the peas, but also is injurious to the human system.

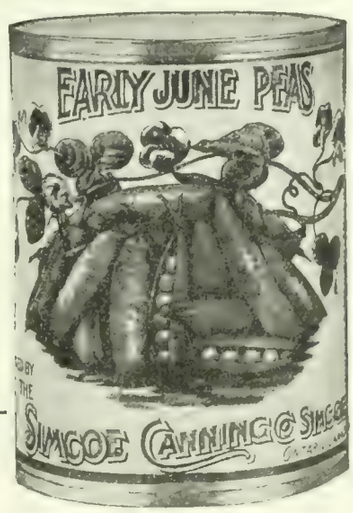
¶ Dominion Canners Peas are not adulterated in any way, no chemical coloring is used whatsoever, they retain the full natural flavor of the freshly picked and carefully selected peas being canned a few hours after they come from the vine.

¶ It will pay you well to study the "Pea Question" closely and to figure out for your own satisfaction, the larger margin of profit that will be yours if you sell the *finer grades.*

¶ If you will write us we will give you still further information on the subject of "Peas."

Dominion Canners, - Limited

Hamilton **Ontario**



Royal Shield Jellies

Pure, Delicious, Always Ready Sale

The increasing popularity of **Royal Shield Brand Jelly Powders** is the outcome of unequalled quality, the result of Royal Shield Service.

This is the best season of the whole year for the sale of jelly powders. They make particularly delicious jellies to be served either alone or with fresh ripe fruits.

Send for trial order of Royal Shield Teas, Coffees, Banking Powder and Jelly Powders.

Write to-day to any of our offices.

Campbell Bros. & Wilson, Ltd.
WINNIPEG

Campbell, Wilson & Horne, Ltd.
CALGARY, EDMONTON & LETHBRIDGE

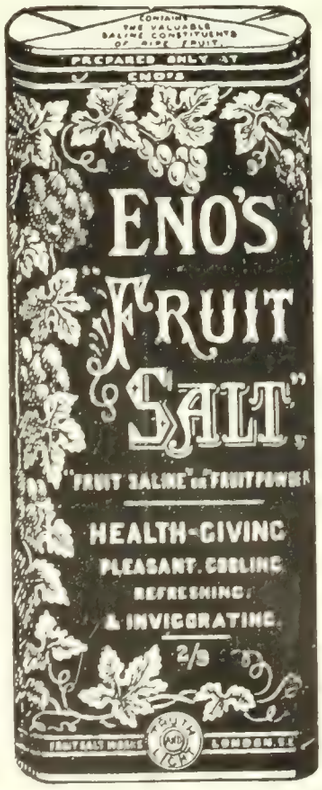
Campbell, Wilson & Adams, Ltd.
SASKATOON

Campbell, Wilson & Strathdee, Ltd.
REGINA

Wholesale Grocers and Importers

Every Household and Travelling Trunk ought to contain a bottle of

ENO'S "FRUIT SALT"



A gentle natural aperient that stimulates the organs of elimination.

A delightful sparkling draught that children like, that invalids can safely take without fear of griping or weakening effects.

Travellers need this valuable preparation to prevent sea-sickness, train-sickness, and illness caused by sudden changes of water or climate.

If you suffer from Constipation, Biliousness, or Indigestion, the regular use of

ENO'S "FRUIT SALT"

will promptly correct the disorders and greatly improve your general health.

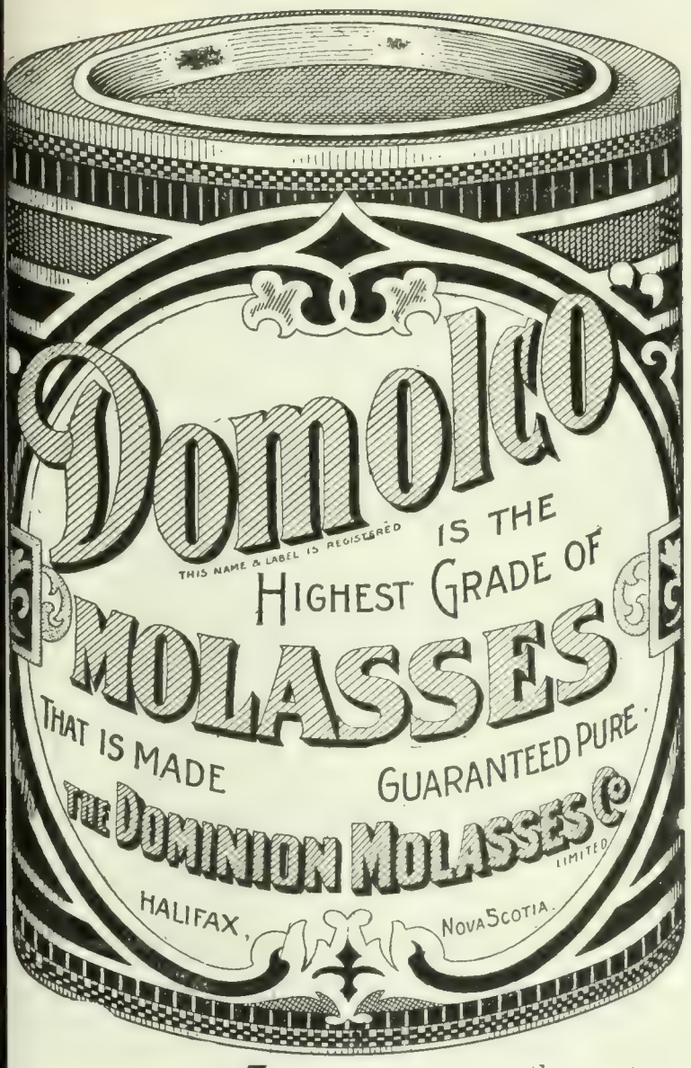
This world-famous aperient has been in use for forty years, and to-day stands unrivalled.

"It is not too much to say that its merits have been tested from Pole to Pole, and that its cosmopolitan popularity presents one of the most signal illustrations of Commercial enterprise to be found in our trading records."

Sold by Chemists and Stores throughout the World

Prepared only by

J. C. ENO, Ltd., FRUIT SALT WORKS, London, S.E.



Note registered label

OFFERED TO YOUR PATRONS

as the most superior Molasses for table use to any other on the Canadian market.

We know this to be a strong statement, but the proof will be found in every tin.

Almost every family on your list of customers uses Molasses to some extent and the majority of them will come to your store regularly for their supply when once you get them started using

DOMOLCO

Put up in sanitary lever top tins in cases as appended:

No. 2's—2 dozen to the case.
No. 3's—2 dozen to the case.
No. 5's—1 dozen to the case.
No. 10's—½ dozen to the case.
No. 20's—¼ dozen to the case.

THE

Dominion Molasses Co., Ltd.

HALIFAX, N.S.

With 200,000,000 Bushels of Wheat in the West to Sell

and the whole world needing it, why should Western Canada not be a big and profitable market for your goods?

If you are interested in placing your goods in the Western Market and hesitate because of the expense, write to us and find out the proposition we offer. With the advantages of our **Weekly Pooled Car Accommodation,** our storage facilities in the principal western distribution points, we should interest you. Write to-day.

W. H. Escott Company, Limited

181-183 BANNATYNE AVE. E., WINNIPEG

BRANCHES AT

Regina, Calgary and Edmonton

Our Salesmen call on every wholesale house in the Provinces of Manitoba, Saskatchewan and Alberta regularly. We do Missionary work.

WE CLEAN UP EVERYTHING

"Bull Dog" Brand Bleach-O is the best for washing white goods and flannels—removes stains.

"Bull Dog" Brand Ammonia Powder.

"Bull Dog" Brand Chloride of Lime.

"Bull Dog" Brand Borax.

"Bull Dog" Brand Liquid Blue.

"Bull Dog" Brand Liquid Ammonia.

They do the work as it should be done

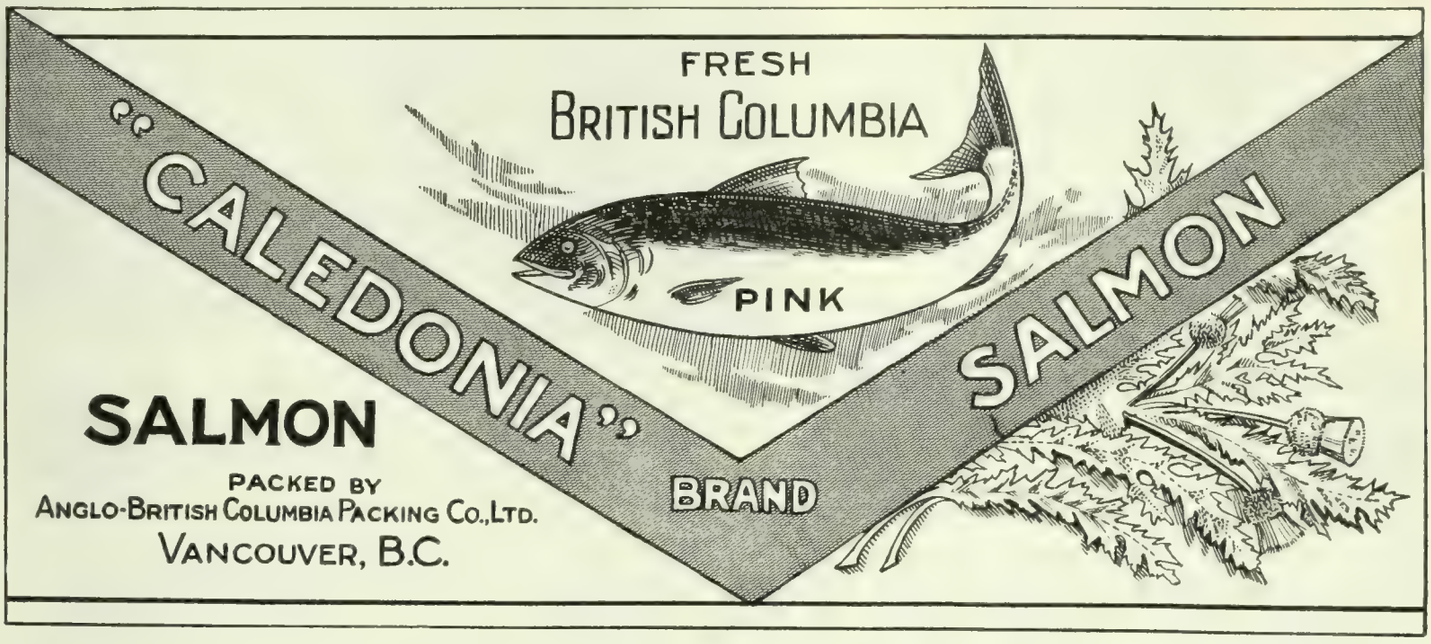
Whatever work the housewife may have in hand a "Bull Dog" Cleanser is ready to do it. Be it the washing of clothes, woodwork, dishes, tinware, etc., "Bull Dog" Cleansers are popular because they require little exertion on the part of the housewife to make a most thorough cleansing.

Every initial sale means additional sales and you know these "additional" sales mean good business. Get your stock in shape for the demand that will come with Fall housecleaning.

The John B. Paine Company, Limited

65 Pearl Street **Toronto**

Fresh British Columbia



H. Bell-Irving & Co., Limited (Agents)
Vancouver, B.C.

SALMON

Selected Fish

Early Run

White Swan

Satisfaction to your patrons with every sale of White Swan Products

This satisfaction means a growth of your business and incidentally the development of your other departments. Housewives appreciate the superior quality of the White Swan products—they produce better results and are more economical because they are **pure.**

Order from your wholesaler or direct.

"Surity of Purity"

WHITE SWAN SPICES & CEREALS LIMITED
TORONTO ONTARIO

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store —and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED

WALKER PATENTED BINS

Berlin, Ontario

REPRESENTATIVES:
Manitoba: Watson & Truesdale, Winnipeg, Man.
Northern, Sask.: North-West Specialty Co., Saskatoon, Sask.
Southern Sask. and Alta.: J. N. Smith, Box 695, Regina, Sask.
Vancouver: Western Plate Glass Co., 318 Water St.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED BINS

TWO CENTS PER WORD

with a Want Ad. in this paper.
You can talk across the continent for two cents per word

Think of it.

HUNDREDS OF THOUSANDS

of women throughout the world ask every day for

Reckitt's Goods

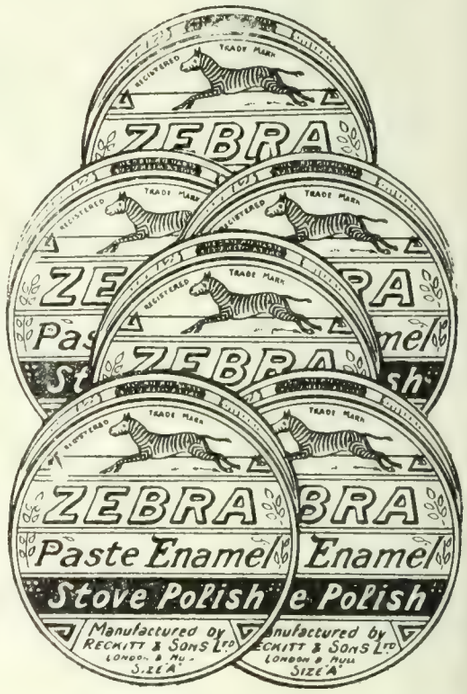
and have done so for years. Satisfaction is the great truth behind this. Show—

Brasso Metal Polish

—and—

Zebra Stove Polish

where they will be seen and prove it for yourself.



"Have you Brown & Polson's"?

That is what buyers of high-class corn starch are saying all over Canada. The grocer who can supply them with

Brown & Polson's Corn Starch

gets the trade *and* the profit. There is scarcely a grocer in England who doesn't stock *and* display *and* recommend Brown and Polson's Corn Starch. He knows it pays. Have *you* a good stock?

Canadian Agents:
HAMBLIN & BRERETON, Ltd.,
149 Notre Dame Avenue, E., WINNIPEG.
510 Ninth Avenue West, CALGARY.
842 Cambie Street, VANCOUVER.

Proprietors:
BROWN & POLSON, Paisley and London, England. L.H.B.

Sound Logic

The logic of 'Camp' is irresistible. 'Camp' is splendid value, is extensively advertised, and pays a good profit. Therefore, there is sound business advantage in stocking 'Camp'

R. Paterson & Sons, Ltd.
Coffee Specialists
Glasgow

'Camp' Coffee

Goes Soap One Better

Snap is a soap—it is more than a soap. Soap cleans the surface of the skin, but fills the pores which ultimately injures the flesh. Snap cleans the pores and refreshes the skin, leaving it clean and uninjured.

It goes Soap one Better.

A stock now will prove to be a money maker for you.

Snap Company, Limited
MONTREAL

MEADOW CREAM SODAS

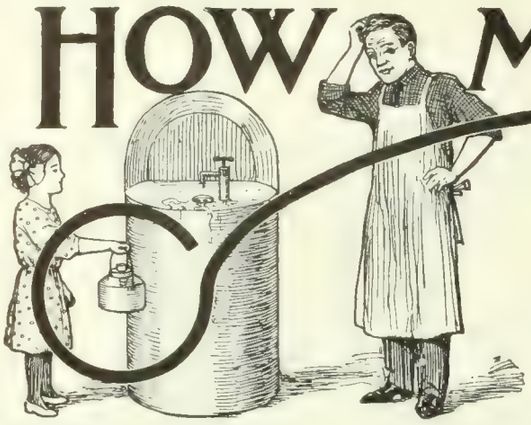
Delicious and Crisp

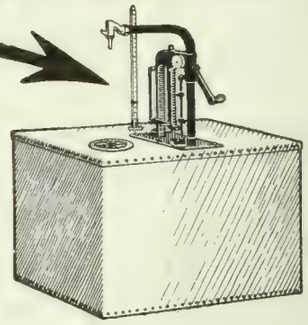
The value to the merchant and the satisfaction to the customer depends very largely on the length of time sodas stay fresh. Then, too, the ready sale of the sodas ensures quick turnover, and incidentally no stale stock.

Meadow Cream Sodas retain their crisp deliciousness indefinitely, and therefore sell readily. Have you tried them out? If not, introduce them to your patrons now. Send to-day.

The
W. J. Crothers Co.
Kingston, Ontario
THE BEST OF THEM ALL.

HOW MUCH SHOULD you charge her?





When customers want you to fill odd measures with oil you don't know exactly what to charge unless you have a BOWSER SELF-MEASURING OIL TANK. You may guess **high** and lose their **trade** or guess **low** and lose **your profit.** Get a BOWSER OUTFIT and cut the guesswork. Make a profit every time you sell oil, have a clean store, avoid loss of oil and damage to other goods. "Cut out the dripping and keep all the profits." The BOWSER is equipped with a float gauge which shows how much oil you sell and how much is left in your tank. It is in plain sight and can be read 20 feet away from the tank. It also has an automatic cut-off that stops the flow of oil as soon as you cease to pump and **prevents** dripping. Send a postal card for our FREE BOOK, telling how to MAKE MONEY out of oil.

S. F. BOWSER & COMPANY, Inc.

66-68 Frazer Avenue - Toronto, Ont., Canada

Made by Canadian Workmen and Sold by Canadian Salesmen. **Sales Offices in all Centres and Representatives Everywhere.**

Original patentees and manufacturers of standard, self-measuring hand and power driven pumps, large and small tanks, gasolene and oil storage and distributing systems, oil filtering and circulating systems, dry cleaner's systems, etc.
Established 1885.

Finest Quality *Whittemore's Shoe Polishes* Largest Variety

Oldest and Largest Manufacturers of Shoe Polishes in the World

"GILT EDGE" Oil Polish. The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. Largest quantity. Finest quality. Polishes without rubbing. Retails 25c.

"BULLY SHINE." A waterproof paste polish for all kinds of black shoes and old rubbers. Blacks, polishes, softens and preserves. Contains oil and waxes to polish and preserve the leather. Also Russet Bully Shine for tan leathers. Large tin boxes. Boxes open with a key. Retails 10c.

"SUPERB" (a paste) for polishing Patent and Shiny Leather Boots and all Shiny Leather Articles. Boxes open with a coin. Retails 10c.

"DANDY" COMBINATION. For cleansing and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. Retails 25c. "Star" russet combination (10c size). Russet, Brown and Ox Blood Pastes (5 sizes of each color).

"ELITE" COMBINATION. For those who take pride in having their shoes look A1. Restores color and lustre to all black shoes. Retails 25c. **'BABY ELITE" COMBINATION** (10c size). **"ELITE" PASTE** in 5 sizes.

"BOSTON" WATERPROOF POLISH. A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Retails 25c.

Send for circulars giving full particulars of our other Polishes to WHITTEMORE BROS. & CO., Boston, Mass., U.S.A. For sale by the Shoe Findings and Shoe Jobbing Trades of all Canada.

Investigate the features of the Elgin National Coffee Mills before buying

A few turns of an Elgin grinds a pound of coffee, there is no expense to operate and it is of lifetime durability.

Fitted with special adjuster and new force feed steel cutting grinders, runs easily and grinds perfectly. The adjusting device on the Elgin mills permits of regulating for fine or coarse grinding while the mill is running.

All the latest designs and improvements are embodied in the Elgin Coffee Mills, being the result of over 30 years' experience.

Thousands of the best Grocers in Canada and the States use the Elgin.

Write for our new catalog to any of the following wholesalers.

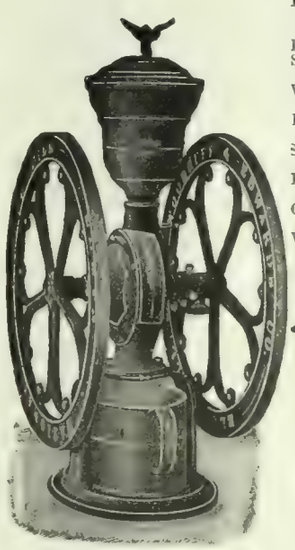
Made by

Woodruff & Edwards Co.

Elgin, Ill., U.S.A.

AGENTS

MONTREAL—The Canadian Fairbanks Co. (and branches).
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
HAMILTON—James Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour & Co.; Dearborn & Co.
WINNIPEG—Blue Ribbon, Limited (and branches); the Codville Co. (and branches).
REGINA, Sask.—Campbell, Wilson & Strathdee, Ltd.
SASKATOON—Campbell, Wilson & Adams, Ltd.
EDMONTON, Alta.—The A. MacDonald Co.
CALGARY—Campbell, Wilson & Horne, Ltd., and P. D. McLaren, Ltd.
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelly, Douglas Co., Ltd.; Empress Manufacturing Co.



No. 40

No. 35

BANNER L&B BRAND

PURITY—the axis around which everything revolves in the production of L. & B. Banner Brand Jams and Jellies.

Right from the picking of the fruit to the sealing of the jars and pails the most sanitary methods of preparation are employed. Only fresh ripe fruit, apple jelly and granulated sugar are used in making the

Banner Brand Jams and Jellies

The contents of every pail and jar is truly stated on the label. Your customers will appreciate the deliciousness and the purity. "Banner Brand" values will interest you. Write for prices.

Put up in 2, 5, 7 and 30 pound pails and 12 oz. glass jars.

LINDNERS LIMITED

340 Dufferin St., TORONTO
Phone Parkdale 2985

REPRESENTATIVES:
The Amos B. Gordon Co., Toronto; Watt, Scott & Goodacre, Montreal; H. D. Marshall, Ottawa, Ont.; C. A. Munroe, St. John, New Brunswick; W. H. Lyne Usher, Halifax, Nova Scotia and Prince Edward Island; H. Donkin & Co., Vancouver; W. L. McKenzie & Co., Edmonton and Regina; Western office at Winnipeg.

BANNER L&B BRAND

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

Brantford Cold Storage Co.
LIMITED
Wholesale Produce Merchants
If you are in need of
HONEY
In any quantity write us for quotations
BRANTFORD, ONT.

Wire us for prices on Currants. We represent Mr. C. Ceroni, one of the best and most reliable packers in Greece.

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents
and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

The
Condensed Ad.
page
will interest you

WESTERN PROVINCES.

H. P. PENNOCK & CO.,
LTD.
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturers wanting live representatives.

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

Eastern Manufacturers Limited
Manufacturers' Agents,
Saskatoon, Saskatchewan.
Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established, 15 Years
Domestic & Foreign Agencies Solicited

HOLLOWAY, REID & CO.
Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

THE "WANT AD."

The "want ad." has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the smal affairs and incidents of daily life.

WESTERN PROVINCES—Continued.

NORTH-WEST SPECIALTY CO.
Manufacturers' Agents
Cover Saskatchewan completely. All large centres visited monthly. Open for agencies for all kinds of Store Fixtures and Specialties. Warehousing facilities.
Suite 109, Willoughby-Summer Block, Saskatoon, Saskatchewan.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS
and
MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

SIMPSON PRODUCE CO. Winnipeg Man.
Will be pleased to discuss with agents or manufacturers of Bakers', Butchers' or Grocers' specialties, the introduction of their lines to the Prairie Provinces—we go direct to the trade or through the Jobbers.
Dealers in High Class Produce and Provisions.
Simpson Produce Co. 248-252 Princess St. Winnipeg, Man.

LEADLAY LIMITED
332 Bannatyne Ave.,
Winnipeg, Man.
Grocery Brokers & Importers.
"Eiffel Tower Lemonade."
"Foster-Clarkes Cream Custard."

Manufacturers' Agents and Brokers' Directory

(Continued.)

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
352-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

O'Loane, Kiely & Co., Ltd.
WHOLESALE GROCERY BROKERS
CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY
We cover British Columbia and Alberta
Head Office - - Vancouver, B.C.
Reference: The Bank of Montreal.

The CAMPBELL BROKERAGE CO.
Manufacturers' Agents and Commission Brokers.
We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.
857 Beatty Street . Vancouver B. C.

STUHR'S
GENUINE CAVIARE,
ANCHOVIES IN BRINE
(Salted Sardels).
In Tins and Glasses.
"Please ask for our offer"
C. F. STUHR & CO., HAMBURG.

OAKEY'S
The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

NEWFOUNDLAND.

The CHAMBERLAIN-DOWNEY Company, Limited.
Wholesale Jobbers & Manufacturers' Agents.
Grocery, Confectionery and Tobacco Specialties.
Correspondence solicited on Domestic and Foreign Lines.
TRACKAGE AND WAREHOUSE,
1214 Homer Street, Vancouver, B. C.

E. O. CORNISH
COMMISSION AGENT
Canned Goods a Specialty
821 Pender St. W., Vancouver, B.C.

McCANN & LANGFORD
Winch Building Victoria, B.C.
Manufacturers' Agents and Commission Brokers.
We can give special attention to a few good agencies. Anything we handle we push
References: Bradstreets, Royal Bank, Union Bank.

T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

When writing advertisers, kindly mention having seen the ad. in this paper.

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE $2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co.
143-149 University Ave., Toronto

Every Merchant who handles—

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you.
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia
These powders are very good for children cutting their teeth
18 Powders for 25 cents
DIRECTIONS

knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. *Mathieu's Syrup of Tar and Cod Liver Oil is a specific in all forms of colds.*

The J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name .....
With (Name of firm) .....
Street .....
City or town .....Prov.....

You can talk across the continent for two cents per word with a WANT AD. in this paper.

JAPAN TEAS

FURUYA & NISHIMURA

The Test of Time

For more than forty years, Electric Paste Stove Polish has met every requirement of thousands upon thousands of critical housekeepers. What more could you ask? Have you tried it yet?

For Sale By All First-Class Jobbers in Canada.

Manufactured only by John Diamond, 458 North Third St., Philadelphia, U.S.A.

Rideau Hall Coffee

PERFECTLY BLENDED AND ROASTED

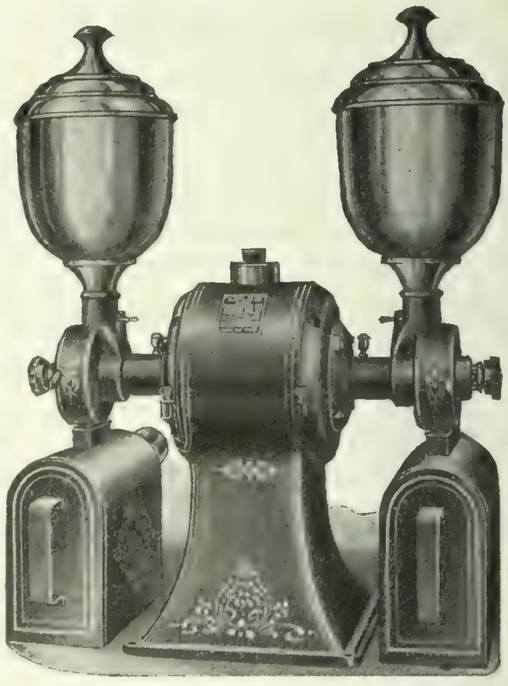
—the coffee that you need not hesitate to stock and recommend to your best coffee-drinking trade. Put up in one pound and 25c tins only. Rideau Hall Coffee is famous for its delicious flavor resulting from the perfect blending and roasting.

Gorman, Eckert & Co., Ltd.
LONDON, ONTARIO

Western Selling Agents, Mason & Hickey, Winnipeg

More Than Ever in a Class by Itself

One of our 12 new models. Wouldn't it be a good idea then to look into the Coles? It ranks with the best and meets your price.
26 models of electric machines.
Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO.
1615 North 23rd St. PHILA., PA.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

St. Lawrence

Extra Standard Granulated.

The Canadian standard of quality. The best sugar made.

Blue label. Red label. Green label.

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax, - N.S.

PURNELL'S

FINEST

ENGLISH

PICKLES

Finest English Vegetables

With Celebrated

PURE MALT VINEGAR

Agents in all Countries

Purnell & Panter Limited

BRISTOL, ENGLAND

John Gray & Co., Limited

Glasgow Scotland

1 lb. Floral Glass

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn, 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 47 Wellington St. East; Ottawa, E. M. Lerner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.

Tartan BRAND
THE SIGN OF PURITY

"TARTAN Salmon is the highest grade of fish packed. If you want a real trade winner, book up with our travelers for Fall delivery at the lowest price issued in many years.

TARTAN Brand Fruit and Vegetables as far as packed are the finest we ever opened.

Our Travellers have full particulars of all fall goods, Mediterranean Fruits, etc.

TARTAN Brand Spices, Extracts, Jelly Powder manufactured by us of highest quality. Full assortment of Wagstaffe's Jam and Imperial Golden and Silver Grain Vinegar.

When in a hurry for goods, 'phone us and experiment with us. We are the original quick shippers."

BALFOUR, SMYE & CO., Wholesale and Manufacturing Grocers **HAMILTON**

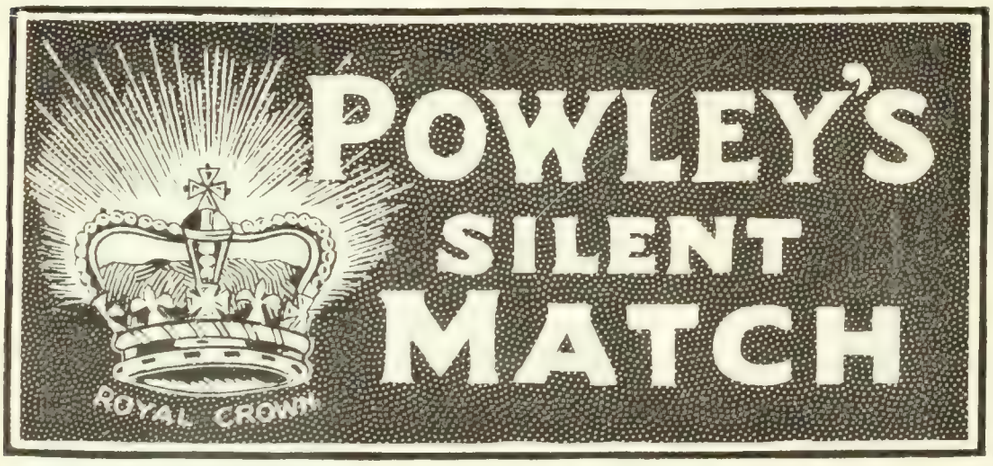
PURE STRAWBERRY JAM
CHIVERS' QUALITY

We are in a position to protect you for your requirements in Strawberry and other Jams, either immediate or future delivery, and can supply you with CHIVERS' QUALITY.

Do not buy the first jam offered you, thinking you will not be able to secure your supplies. We can protect you, and besides guaranteeing delivery we can save you money and give you CHIVERS' Quality.

Our bookings are quite heavy owing to the complete satisfaction given by CHIVERS' goods in the past. Get in touch with our travellers or write us direct and take advantage of our SPECIAL 1913 INTRODUCTORY OFFER ON CHIVERS' LINES.

FENWICK, HENDRY & CO.
Manufacturing Wholesale Grocers
KINGSTON, ONTARIO



EVERY MATCH

a sure light. 500 lights to a box 144 boxes to a case.

STOCK THE LINE THAT PLEASES
SELL THE MATCH THAT IS A

GOOD MATCH

The Geo. Powley Paper Co., Ltd.
62-66 JOHN ST. TORONTO, ONT.

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

ZIP HAND CLEANER

The first hand soap manufactured in Canada. It's a funny thing if you have never heard of it! Better **stock the original.**

ZIP contains a more generous supply of glycerine than any other.

ZIP costs more per tin to make than any other, yet we are satisfied to have it retail at

10c—Good Value—10c.

The Zip Mfg. Company, - Sutton, P. Q.

AGENTS:—R. E. Boyd & Co., Montreal; The Harry Horne Co., Toronto; Leadley & Company, Winnipeg; A. Francois Turcot, Quebec, Que.; C. O. Genest & Fils, Sherbrooke, Que.

Grand Duchess
Whole Roasted Coffee

FIFTY ONE-POUND CARTONS TO A CASE. ORIGINAL PACKAGES ONLY.

This carton is parafine lined so as to conserve the freshness of the coffee berry.

Grand Duchess has good full strength and particularly fine flavor.

Chase & Sanborn, - Montreal

CLARK'S MINCEMEAT

Isn't it just about the time, Mr. Grocer, that you begin to prepare for your mincemeat trade?

Clark's Mincemeat is Ready for Use

AND

Clark's are Ready for Your Business

Nothing but the finest fruits and spices used in its preparation. Guaranteed absolutely pure.

Packed in Glass. One size only.

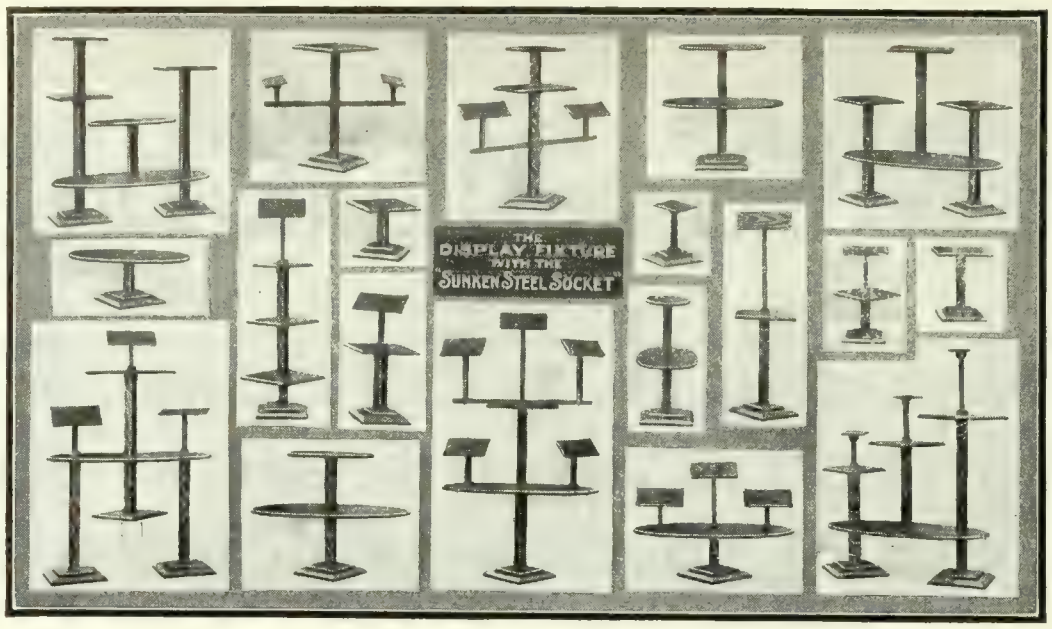
In hermetically sealed tins, sizes No. 1, 2, 3, 4 and 5.

In pails, tubs and barrels, 5, 10, 25, 45, 85 and 300 lbs.

Your customers want it. It pays you to sell it.

W. CLARK, MONTREAL

SENT ON 30 DAYS TRIAL *(See Note Below)*



Some Sample Groupings Made With Set No. 20, Which is Made Exclusively for Grocery Store Window Trimming.

Above shows in a very small way a few of the different groups and fixtures that can be made with the assortment of YOUNITS. In each case the fixtures are ABSOLUTELY RIGID and will hold all the merchandise placed on them. The fixtures are put together as you want them, either high or low, or wide or narrow, in other words, you put together a fixture just as you require it, and this is done very quickly, and remember, you do so WITHOUT THE AID OF A TOOL, NOT EVEN A SCREW DRIVER.

There are 89 parts or YOUNITS that constitute the set No. 20 ONKEN Interchangeable Wood Window Display Fixture YOUNITS. All YOUNITS are made of thoroughly kiln dried oak and all metal parts are of cold rolled steel; all YOUNITS are accurately machined so they will fit right, and are interchangeable. When a number of YOUNITS are set together, they form a fixture that is positively RIGID and STRONG. With these 89 YOUNITS you can make HUNDREDS of standard and odd window display fixtures and easily more than 500 window trims, never making any two trims alike. The 89 YOUNITS are put up in a HARDWOOD HINGED LID STORAGE CHEST, (Oiled Finish).

There are <u>no</u> screws, screwing into wood.

The Fixture with "The Sunken Steel Socket."

This Window trim was made with Set No. 20. In making this trim 39 YOUNITS were used of the 89 in the set, leaving 50 YOUNITS that can be used in making other trims and individual fixtures for inside store use.

This window trim was made with Set. No. 20. In making this trim 58 YOUNITS were used of the 89 in the set, leaving 31 YOUNITS that can be used in making other trims and individual fixtures for inside store use.

This window trim was made with Set No. 20. In making this trim 40 YOUNITS were used of the 89 in the set, leaving 49 YOUNITS that can be used in making other trims and individual fixtures for inside store use.

Set No. 20 Large enough for two Grocery windows and inside store use. 89 YOUNITS **$35.00**

Set No. 20½ Large enough for one Grocery window and inside store use. 50 YOUNITS **$21.00**

Send for Catalog **F.O.B. Hamilton, Ontario, Canada**

Finish Made of select oak in three stock finishes. Weathered, Golden or Antique Oak, in a soft, mellow, waxed finish.

Storage Chest Each set is put up in a hardwood, hinged-lid storage chest (oiled finish). A place to keep the unused YOUNITS.

Book of Designs A beautiful book of photographs showing large sized trims made with ONKEN YOUNITS sent free with each set.

Shipments Made at Once. Every Set Guaranteed Absolutely.

Order Through Your Jobber or Direct. Satisfaction guaranteed or you can return the set within 30 days to Jobber, or Hamilton, Ontario, Canada, and we will pay the return freight.

THE OSCAR ONKEN CO.

Established 33 Years.

No. 788 Fourth Ave., W.

Cincinnati, Ohio, U.S.A.

Does Your Sign Say "Fish?"

No? Well it says "Everything for the Household." This is a contradiction in terms. There is just as much reason why you should handle fish as vegetables—both are in daily demand.

Fish Sales Are Always Steady.

A selection from any of the following means a "Quality Pick."

Ocean Brand

Haddies
Kippers
Bloaters

Ocean Brand

Plump
Fillets

Canada Brand

Pure
Boneless
Cod

Salt Herring in quantities—

The best the Northern Waters of the Atlantic Produce.

Cool Weather, Fish Weather is Here. Get Busy.

North Atlantic Fisheries, Limited

MONTREAL

Ask for Booklet on "Fish and How Handled."

The small bottles pay well
The large pay better

BOVRIL
the winter beverage

Our winter campaign has commenced. You will have noticed the reasons for the use of Bovril given in our newspaper and magazine advertisements and there will surely be an increased demand in response.

Send in your orders at once to complete your stocks in all sizes. Bovril is sold in 1 oz., 2 oz., 4 oz., 8 oz., 0.16 oz. bottles.

Bovril Cordial in 20 oz. and 5 oz. bottles is a good seller.

BOVRIL
is the great body-builder

BOVRIL LIMITED

27 St. Peter Street **MONTREAL**

The Obvious Advantages of Handling

"SALADA"

You always have FRESH TEA which ***is most important,*** as all Tea deteriorates with age.

You carry a ***small stock,*** and ***little capital*** is locked up.

You make ***no loss*** in weights—you have ***no complaints*** from customers.

You quickly ***kill off*** your ***most dangerous*** competitor—the pedlar.

You can always get ***cost in cash*** from us ***for every pound*** of Salada Tea you have in stock, and

WE PAY FREIGHT ***BOTH WAYS***

LONDON, ENG. 41 Eastcheap | BUFFALO 11 Terrace | NEW YORK 198 W. Broadway | TORONTO 32 Yonge St. | MONTREAL St. Paul St. | BOSTON 34-35 S. Market St. | CHICAGO 361 N. River St. | DETROIT Shelby Block

Branches also in Pittsburg and Philadelphia

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations

272 Pages Bound in Cloth

ANOTHER NEW BOOK
By FRANK FARRINGTON

A Companion book to **Retail Advertising Complete**

$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—**The Store Policy**—What it shonld be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO

The Home of

"Harvest Brand"

Canned Fruits, Vegetables, Jams and Jellies

Located as we are in the heart of the fruit and vegetable growing district enables caring for the fruit and vegetables the day they are taken from the vines. This, coupled with a sanitary way of handling goods by skilled workmen and by the use only of steam jacketed copper preserving kettles, accounts for the high standard of "HARVEST BRAND" GOODS.

PLACE YOUR ORDER NOW.

FRETZ, LIMITED

Hamilton **Ontario**

The Summer over, Fall and Winter is cleaning time. Show Wonder-Shine. Counter display boxes are silent salesmen.

Wonder-Shine

Cleans without Rubbing.
SILVER, GOLD, PLATED WARE and CUT GLASS

ABSOLUTELY GUARANTEED

25c. size (1 and 3 doz. cases) $2.00 doz.
10c. size (3 and 6 doz. cases) 80c. doz.
(In counter display boxes)

All wholesales or direct to

STUART & FOSTER, Limited

Established 1882

KING AND BERKELEY STS., TORONTO

(Now owning and operating Wonder-Shine Limited)

Order To-Day. Sale Time NOW

One Quality Always and That the Best

Mustard, the staple condiment, to be good must be the Right Brand and properly prepared. Inferior quality materials are never used in the preparation of

COLMAN'S MUSTARD

OR

KEEN'S MUSTARD

IN SQUARE TINS

They are always uniform in quality and flavor and of superior strength. The trade demands the best; these brands supply it.

Magor, Son & Co., Limited

Agents for the Dominion of Canada

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AS CANADA GROWS

There are so many newcomers to Canada, Mr. Grocer, that the depletion of other countries is causing alarm.

These newcomers should be good customers for the oldest and best food-products of Canadian manufacture.

So that when a new customer opens an account with you, you should not hesitate to recommend these 50-year Canadian food-standards.

CROWN BRAND CORN SYRUP

AND

BENSON'S PREPARED CORN

For handy, quick and easy cooking they can't be beaten and your customers can obtain a book of delightful recipes by just dropping us a card.

Why not suggest this?

THE CANADA STARCH CO., LIMITED

Manufacturers of the EDWARDSBURG BRANDS

Montreal Cardinal Toronto Brantford Calgary Vancouver

British Earl's Co-operative Leanings Scored

Speech Before Glasgow Co-operative Congress in the Limelight in the Old Country—His Charges That Retailers Are Parasites Soundly Repudiated—Co-operative Dividends Represent Supercharges, Says London (Eng.) "Grocer."

The statements made in last week's Canadian Grocer regarding methods of co-operative stores and their alleged effectiveness in reducing the cost of living to the consumer are fully borne out in the last issue to hand of "The Grocer," of London, England. It will be remembered that some time ago dispatches from the Old Country reached Canada of a speech made by Earl Grey before the Co-operative Congress in Glasgow, Scotland, in which he intimated that this co-operative movement was a heaven-born panacea for all the ills of life.

The Earl has been taken to task by many associations and individuals for his loose statements and particularly the one in which he charges the men in the retail trade as "parasites."

Opinions of Retailers.

A couple of letters from Old Country retail grocers to The (London) Grocer are here reproduced as well as some comments of that paper itself on this speech of Earl Grey:—

Sir,—One wonders if Lord Grey realizes the harm he is doing to his own class by unfairly bolstering up the co-operative stores.

If his Lordship understood business he would know that the best and cheapest market for the working classes (at the present time) is centred in the shops the proprietors of which do not charge 20 per cent. more than the article is worth to enable them to give a dividend of 2s. 6d. in the £.

The injury he is causing to those of his own rank and station is that he is further eliminating the sympathy and goodwill of the business men and middle classes, who have hitherto been the bulwark between the upper and lower orders, for he must know that without middle-class support the Peers will lose what influence they still possess.—I am, etc.,

August 30. Fairplay.

The second reads:—

Sir,—Earl Grey, in his opening address to the Co-operative Congress, described middlemen as parasites without, in my opinion, the least grounds for the imputation, and by this lapse dragged his title in the mire.

Why should he use this untrue and opprobrious term of one class when all classes might be stigmatised as parasites? Aren't we all living on each other? He lives on his tenants, labourers, and stock.

This page gives further evidence of the fact that co-operative stores must overcharge customers in order to pay the dividends stated in their prospectuses. It is quite plain to anyone in the trade who has any competition at all, that prices on staple goods as sold by the retailer are shaved as low as possible and still allow a fair margin for the dealer's time, work, worry, living, and store expenses, not to speak of a profit over that again to which he is entitled.

How would he describe the clergy and ministers of all denominations, pensioners such as peers, prelates and premiers, countless Army, Navy, and other state officials, who do little or nothing for their salaries and pensions? What descriptions would he apply to those dividend receivers from co-operative societies who never pay income tax? I only mention a few of the large multitude of parasites which Earl Grey might have included.

Middlemen have played a considerable part in the trade of this country, and will survive the wanton criticism of a partial speaker who goes to Congresses to please his audiences, and defames an honest class of traders who, after all, are only servants of the consumers.

Has Earl Grey ever sold any of his farming stock to middlemen? Has he ever sold any of his horses, cows and sheep to dealers? Has he ever sold any of his shares through brokers on or off the Stock Exchange? Justice demands a straightforward answer.—I am, etc.,

Arthur E. Davies.

Llanelly, September 1.

Charges Repudiated.

The London "Grocer" comments as follows on the speech as follows under the heading "CO-OPERATOR, PEER and PARASITE":—

"It was only to be expected that Earl Grey's unwarrantable assertion at the recent Co-operative Conference that "every middleman not required by a wise and practical system of co-operative organization cannot be regarded in any other light than that of a parasite," would meet with the indignant repudiation that such a statement merits. Whatever may be the merits or demerits of co-operatism or of competitive commerce, the attainment of any ideal system of trading cannot be achieved by controversial methods of the kind adopted by Lord Grey, and it is, to say the least, unfortunate that the head of a famous house and the bearer of a name honored in English history should descend to this kind of argument—if argument it can be called. In the circumstances it is not surprising that the trading interests are giving vent to a natural feeling of resentment against the ill-founded opinions voiced by our co-operative peer. Having had his say, Lord Grey will, we hope, be interested to know what the "parasites" have to say in reply. Middlemen's opinion on the subject is fittingly expressed in the resolution adopted this week at the meeting of the Wrexham Grocers' Association, when it was decided to ask the Federation of Grocers' Associations of the United Kingdom to "repudiate such scurrilous language and to correct the misleading statements contained in the speech." A similar decision was reached at the Birkenhead meeting, and it may, we think, be taken that the terms of the resolution referred to express the mind of the trade pretty clearly. The letters on the subject, which are given in our Correspondence columns to-day, also indicate that grocers at any rate are not disposed to allow Earl Grey's remarks to be passed by without protest, and it is certain that the Federation will not allow the matter to remain in its present position.

What Competitive System Does.

"The competitive system has contributed in a vast degree to the well-being of the people of this country, for it ensures that the nation's food is supplied on a fair and proper price basis. So much cannot be said for Lord Grey's idealism. Times without number it has been shown that private enterprise can supply foodstuffs to the consumer at lower rates than the co-operative stores, whose prices are artificially installed in order to provide the decoy—the dividend. It seems to us unreasonable to expect, and folly to assert, as many do, that an organization which has to pay interest on share capital and a dividend of, say, two shillings in the £ on members' purchases, can supply goods at the same level of prices as the private trader who is content with a fair margin of profit—a margin which is controlled not by the tradesman but by the system under which he works.

Rules For Figuring Profit in Percentage

One Rule That is Reliable, Simple and Safe—Several Examples Given—Remember the Difference Between Margin and Profit—Advice Given to Figure Closely —Down to Smallest Fractions.

*By Henry Johnson, Jr.

The following enquiry is on an old but ever timely subject. It touches on a problem that is ever with us:

Henry Johnson, Jr:

Dear Sir,—What is the easiest way to figure your per cent. of profit? (Gross profit.) For instance, goods costing 90c. and selling for $1.20.

Flour costing $5.20 and selling for $6.00. Goods costing $4.35 and selling for $6.00.

An early reply will be appreciated.

Very truly yours,

E——— A———.

It is difficult to compose rules, that is, set forth in the fewest words such formula as will enable one to reach correct conclusions from given basic facts through certain processes; but I shall try to give you something reliable.

The Rules.

Where the cost is given and you desire to make a certain percentage of gross margin: Subtract the desired margin from 100 and divide your cost by the remainder: the result will be your selling price.

Example: I have some extra fine sifted peas which cost me $1.25 a dozen, laid in. I wish to make 30 per cent. gross margin on them.

Process: I take the 30 from 100, leaving 70. I divide my cost, $1.25 by 70—thus:

```
70)125(178
 70
 ---
 550
 490
 ---
 600
 560
 ---
  40
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My result shows that I must sell those peas at $1.78 plus, per dozen. In practice, I shall get 15c the can for them and, so long as present values hold, shall probably sell them at $1.65 the dozen. In this way, I shall average my 30 per cent. because $1.80 is upward of 30.5 per cent., as can be seen through a study of rule II. This rule has to do with the other end of the problem as follows:

Where both cost and selling price are known and it is desired to ascertain the gross margin: Subtract the cost from the selling price and divide the remainder decimally by the selling price.

Example: The canned peas noted above.

Process: Take the cost, $1.25, from the selling price, $1.80. You have 55c. Divide the remainder by the selling price. The result will be your gross margin. Thus:

```
180)550(305
 540
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 1,000
   900
```

It is thus seen that if I sell most of the peas by the can, I shall have a little more than 30½ per cent. My dozen sales are limited to a few customers, comparatively, hence I shall run to just about 30 per cent.

Dozen and Case Sales.

If, however, I wish to see how I am coming out on inside figures, I shall take my cost, $1.25, from my dozen price $1.65, leaving me 40c. I divide the 40 by 165 and find that my gross margin will be 24.24 per cent. plus.

Then I may want to find how I shall come out on case sales at $3.25, so I shall take my cost, $2.50, from the selling price of $3.25, and divide my gross margin of 75 by 325. This will show me a gross margin of 23 per cent. plus.

By all these processes I shall be able to determine whether my selling prices are properly fixed. Competition may tend to force me to a lower level of prices. Such analysis as I have given above will enable me to judge whether I can go further in meeting price-competition or whether I must now stop and decline to sell unless I can get my price, or find a brand which will cost less and be out of the reach of competitive endeavor; or do whatever else seems expedient or feasible. The point is, that such analysis enables me to know where I stand and what I must do to insure my proper average gross margin.

Arithmetical Terms and Methods.

In my examples you will look in vain for "decimal points." It is well, in practical matters such as you and I have to handle, to forget such things. The figures given would be no stronger, no more conclusive, if decimal points were scattered all over this page. Get down to the facts. Seek the actual meat in the nut. The more speedily you do this the more rapidly will you become familiar with the really very simple processes of ascertaining your gross margins, your net profits and your safe selling prices in relation to your costs.

Terms to be Distinguished.

Let me again caution you to avoid confusing the terms, margin and profit. Look in Webster for correct guidance. The margin is the gross spread between cost and selling price. Obviously, to call such spread profit is an abuse of terms. Yet this is what many of us are doing every day and it is what salesmen are taught to do to us, greatly to our confusion and loss.

Margin is a spread out of which all expenses are to be paid—all expenses of every kind, character and description —before such a thing as profit can be thought of.

Profit is a net remainder—and it will keep you and me very busy to see that there is any such net remainder. It is our chief concern in life to see that we get an adequate net remainder, or true profit. It should be our care to see that the term is not loosely and misleadingly used.

Other Examples.

By the method here given, you will find that the margin on the 90c article which retails for $1.20, is 25 per cent. Here, however, little figuring need be done, because the gross margin is seen at a glance to be 30c. and 30c. is ¼ of $1.20, hence, 25 per cent. of the selling price.

In the case of the flour, the cost being $5.20 and the selling price $6.00, the margin is 80c. Therefore, divide the 80 by 600 and you will get your gross percentage of margin. In this case it is 13⅛ per cent.—and here is a striking example of the benefit of knowing your gross margin to a fraction. For the addition of 20c on the barrel, or 5c a bag, would increase your gross margin to over 16 per cent.; and maybe the accurate figuring would lead to your making the needful advance. Perhaps you might even induce your neighbors to do likewise—greatly to the general benefit.

Another instance of the value of knowing margins exactly may be found in that item costing $4.35 and selling for $6.00. If the cost had been $4.50, the gross margin would have been 25 per cent. It is unlikely that the slight difference of 15c. in the dozen or hundred would impress one, yet the method indicated will show you that your gross margin is increased by that little 15c. from

(Continued on page 29.)

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

Prizes For the Best Oyster Selling Methods

To be Given by Oyster Growers and Dealers Association — Reasons Why This Sea-Food is Selling Much More Rapidly Than in Past—Solid Food Can Only be Sold—How One Department Helps to Build Up Others.

Until quite recently the sale of oysters was handicapped by the general impression that they were a luxury, whose material place was a tit-bit to be served after the soup at full course dinners. This feeling is rapidly becoming eradicated and the grocer, as saleman, probably has to thank most of all the legislation in Canada and the United States that has forbidden ice or water coming in contact with the bulk oysters. The "scarcity" of oysters in a quart pail or in the resultant broth in the home, made them the butt for the joke artist, and was the worst possible "knock" they could receive as a serious and inexpensive article of food. The sale of "solid" oysters enables the consumer to place them in a class with other solid foods, where certainly, not a gamble governs the quantity, and where the oyster can maintain its position purely on its own merits as a food. Chemical analysis undertaken by the pure food departments of the governments also have added to the relative importance of the oyster, for they have established the fact that the price is much lower than many of the most popular of foods in relation to its real food value.

Plans for "Oyster Week."

Hence it is that the international movement for "oyster week" (Oct. 20-25), is meeting with a lively interest and keen support in all direction. The slogan "Eat oysters!" is likely to become the most familiar cry of all along the whole line of food dispensers within the next three weeks. It is a catchy as well as a novel phrase, and cannot but have a substantial selling value.

The Oyster Growers' and Dealers' Association of North America have adopted various plans for stimulating an interest in Oyster Week among the salesmen and the whole public. Mention is made on this page of a competition for cash prizes of $25 and $10 for the best practical plans for increasing oyster sales. Oyster Week buttons will be distributed for retailers and their clerks, and lithographed display posters and circulars will be ready for distribution to customers telling them why they should "Eat Oysters!" Recipes are being prepared — a never-failing route to the housewife's heart — and these could be distributed by the grocer to his customers. Several are given below.

"Sea Food" Department.

Apart from these special preparations there is an obvious device that will suggest itself to the oyster seller: put in a "sea food department." This surely should be an essential part of every store. This should include display cases for fish as well as oysters, and these can be purchased usually from the wholesale fish dealers on the installment plan. The fish should in any case be under a glass cover to protect it from dust and the warmer outside air, or else covered with ice.

Will Not Injure Other Lines.

It has been established pretty conclusively that the development of a "sea food" business will not lessen business in meats. Indeed, contradictory as it may seem at first sight to those who have not considered it, the extension of any one department in a grocer's business will not lessen the sales in other department. But rather will they increase them by increasing the clientele who are held by the superior methods of the special department.

Where Fish Drew Meat Sales.

A certain grocer with a large fresh meat department decided to extent his business along fish lines. So for a display he took an ordinary box table, lined it with cracked ice, placed a large cake of clean ice in the centre, and ran a pipe with a spray at the end through this, giving the effect of a fountain. At each end of the table he placed a pile of clams in the shell; and banked around the centre cake of ice were the various varieties of fish he had on sale. The whole he garnished with green seaweed, and the effect was exceedingly taking. Soon it came about that fish was the best sideline that he had taken up. Nor did it hurt his meat sales. His reputation for keeping a stock of good fresh fish always on hand drew buyers from a distance, as well as the neighborhood, and many of them gradually extended their purchases from him to meat and finally to the regular line of groceries also. So his fish were not only a profit maker but a trade winner.

PRIZE OYSTER CONTEST.

In order to stimulate the oyster and sea food business of retailers and especially to aid them to increase their sales of oysters, the Oyster Growers' and Dealers' Association of North America offers a cash prize of $25 and another of $10 to the two retail grocers, butchers or clerks who submit the two best, practical plans for increasing oyster sales. The only condition attaching to this offer is that the plans be tried out by the retailers submitting them for at least a month and figures given showing the increase in business for that month over the same month of last year, together with a description of the method used. All that is required is a plain account of what was done during the month to increase the sales, with figures showing that this was done. The contest closes on November 15, and all plans should be in the hands of the Association by December 1. The award will be made as soon after that date as possible. Any entries sent in care of Canadian Grocer will be forwarded to the committee of the Association by the editor.

RULES FOR FIGURING PROFIT IN PERCENTAGE.

(Continued from page 28.)

25 per cent. to 27½ per cent.—never would have suspected it, would you?

Look After the Little Things.

In this grocery business, it is the little things that count. Consider that your average single sale is not far from 33c., and you will at once see the figure which can be cut by ¼c. and ½c. here and there. You cannot possibly figure too closely; and if you tell me that you "haven't the time," I shall reply that (1) you cannot occupy your time to better advantage, and (2) that very soon a lot of this will become mechanical to you, so that you can do it very quickly.

Any questions on this ever-increasing and instructive topic?

Vice-President Fountaine, of the London, Ont., R.G.A., has returned from a trip to the Old Country. He says they have compulsory closing in both England and France, with a fine attached in the latter.

The CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

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John Bayne MacLean - - President

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PUBLISHED EVERY FRIDAY.

TORONTO, SEPTEMBER 26, 1913

BEWARE OF THE SNEAK THIEF.

A clever robbery was committed in a London, Ont., grocery store the other day which should put retail dealers always on their guard. It was accomplished by two clever visitors, one of whom became acquainted with the grocer during the morning by buying two or three small articles. Then at about one o'clock he bought a small quantity of carrots, enticing the grocer to the rear of the store by insisting on seeing them personally.

While this was going on his confederate entered the store when there were no customers in it, and rifled the safe. He succeeded in getting only a small sum of money, but he also took three cheques, one of which was endorsed for the sum of $81.43.

A peculiar fact connected with the robbery was that it was not found out until nearly 7 o'clock in the evening and would not have been discovered then had not an unknown man found the firm's bank book on York Street and returned it to the owners. On investigation of the safe, the grocer confirmed his suspicions of robbery and the police department were notified.

Discussing the robbery with one retail dealer, he told Canadian Grocer that a policy of his had always been to never leave the store when there was a stranger in front of the counter. "I would sooner miss the sale," he said, "than take a chance with a stranger." This ought to be the policy of every dealer. This year, apparently, there are too many of this class of sneak thief at large and an eye should be kept continually on all suspects.

ELIMINATE THE HACKNEYED PHRASES.

Is there any real significance to "The Best" in a newspaper advertisement?

When one considers the problem he will undoubtedly say there is not. You can probably count on your fingers two or three times, a list of manufacturers who, although they compete against one another, put up the "best" goods in their line on the market.

It stands to reason that each of two competitive lines cannot be called the "best." One might be better than the other or they may be equal in quality and purity but both cannot be the best.

So when you come to think of it, isn't the term "the best" a little hackneyed? Why then use it in your retail advertising? You have no doubt as good goods in certain lines as any other grocer. You may have better, but the general public knows that you and your competitor cannot both sell the "best" goods and not buy everything from the same manufacturers.

Probably more effective advertising would be to include something distinctive about each line advertised, for instance:—tasty desserts; body building meat extracts; appetising meat sauces; sweet butter, etc., etc.

There are undoubtedly too many of these hackneyed phrases in use in advertising. Give the public something new and they will respond more readily. Get out of the beaten rut and be original. There is more money in it.

UNITED STATES TARIFF EFFECT ON WHEAT.

Millers generally do not seem to expect any material change in conditions as they affect them, through the putting into force of the new United States tariff.

"As a matter of fact," said a Montreal miller, "the United States miller has been enjoying free wheat for years. The twenty-five cent duty was given as a protection to the miller. Now the American miller uses Canadian wheat only to improve the quality of his export flour. None is used for domestic purposes. And in the export flour business the American miller is given a rebate of almost 24 cents on his original duty of 25 cents. The rebate practically means free wheat, so that the new regulations should mean no change in present conditions."

STEAMSHIP SERVICE WITH B.W.I.

Premier Borden announced at Halifax, recently, that the Government had concluded an agreement with the Royal Mail Steam Packet Co. for a steamer service between the Maritime Provinces and the British West Indies. This certainly must have been good news to Maritime Province exporters and will be even better to large British West India merchants who buy goods from Canada.

Such a service will not arrive in advance of its time. The benefits of a first-class transportation service between the Maritime Provinces and the British West Indies will be felt in every part of Canada.

One of the great drawbacks to better and more satisfactory trade with the West Indies in the past, has been inefficient steamship service. While the ships that were plying between these two countries were giving good service so far as they were able, yet there were not enough of them. The result was British West India merchants were buying goods from other countries which ought to have been purchased from Canada.

An improved service will be gladly welcomed. It cannot come too soon.

BARGAIN VS. QUALITY TRADE.

Do bargain sales preclude quality houses? When a store maintains a continuous policy of advertising bargains, does the "quality" trade gradually go elsewhere? What is the result of advertising bargains on the business done in the best quality lines and with people who are looking for quality only? Is there enough quality business in the average town to make any difference?"

This is a problem which every merchant faces. With the wonderful development of retail advertising, has come an era of "bargain retailing." Newspapers are full of advertisements featuring special sales, price reductions

and unusual inducements. Every merchant feels that to keep his business in the forefront, he must do a certain amount of bargain advertising. Some adopt it as a continuous policy, endeavoring by means of aggressive publicity and attractive values to so increase their turnover that it is possible to make a good profit on a small margin. Others adopt the safer policy of using bargain lines as leaders only, keeping the bulk of the stock at the regular prices.

At the same time, every merchant recognizes that the "quality" trade is an important factor. It is on the high priced goods, which appeal to people who can afford to consider quality only, that the best profits are made. If a store can attract a large share of quality business, the profits resulting therefrom will be large and, comparatively speaking, easily obtained.

There can be no doubt that bargain sales are detrimental to quality business, but they do not preclude it entirely if kept within certain bounds. It simmers down to a question of service. In the store where bargain sales are continually being held, it is impossible to give perfect service to customers. It is a case of rush and hurry all the time. Customers rush into the store in droves, paw over the goods, jostle each other and introduce an atmosphere of confusion. The sales people cannot give anything but mechanical service on such occasions. They become mere machines for the registering of customers' self decided selections and the reception of money.

In the opinion of the writer, the average merchant must endeavor to make the two branches "trot in double harness." There is not enough quality trade to make it worth his while to specialize on it entirely, but at the same time it would not be wise for him to let it go entirely and run his store for the bargain trade.

EDITORIAL NOTES.

Western men want the collection of debts made easier. Difficult to see how any honest man would deny them this.

* * *

October will soon be with us again. Present is a good time to feature goods that the hunter requires on his trips to the woods.

* * *

There is $20 in it for the dealer who has the best plans for increasing the sale of the oyster. Don't let this opportunity slip away.

* * *

In the Fall Campaign Number of Oct. 10 will be given the complete system, interior arrangements and plan of one of Canada's most progressive grocers. Watch for this article.

* * *

The department of Marine and Fisheries has issued a red book telling housewives how to cook various kinds of fish dishes. This is going to help those dealers who sell fish to increase sales.

* * *

Has anyone discovered yet how co-operative societies can pay from 7 to 15 per cent. dividend on customers' purchases every quarter and 6 per cent. interest on their stock holdings, and still cut down the cost of living?

* * *

Canadian Grocer's annual fall number of Oct. 10, besides containing methods employed by many dealers for selling their fall, Christmas and winter stock, will include some splendid systems in use for preventing errors and keeping the proprietor fully acquainted at all times with the progress of the business. Window dressing will also be a prominent feature.

Better Debt-Collecting System Wanted

Western merchants will be greatly interested in the resolution passed by the Associated Boards of Trade of Western Canada dealing with the payment of small debts. The point chiefly discussed was the want of legislation to make a debtor pay his bills after his creditor had secured judgment against him. This resolution will be presented to the Manitoba, Saskatchewan and Alberta governments requesting them to enact legislation along the lines suggested in it.

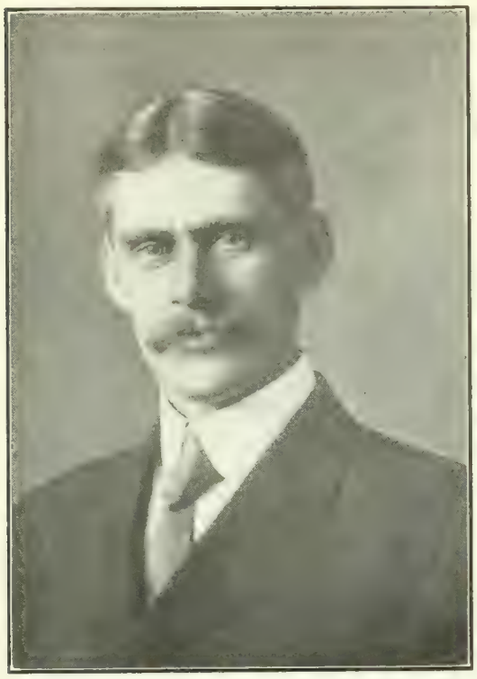
If legislation is passed along the lines requested, it will enable creditors to have garnisheed the wages of those who owe them and to receive a certain sum of money per week, month, etc., until the debt is paid.

"Any party," reads the resolution, "having an unsatisfied judgment or order for the payment of money by any person residing in the Province of ———— may, upon filing with the clerk of the District Court in which the judgment debtor, garnishee or other person so ordered to pay resides, a copy of the said judgment or order, obtain from the said clerk a subpoena which shall be served personally upon the person to whom the same is directed, requiring him to appear before the judge of the said court at a time and place therein expressed, to answer such things and to produce such books, papers and documents as are therein named; and if the defendant appears in pursuance thereof he may be examined upon oath touching his property, real or personal, belonging to him, or alleged to belong to him, and his estate and effects, and the manner and circumstances under which he contracted the debt, or incurred the liability which formed the subject of the action or proceeding, and as to the means and expectation he then had, and as to the property and means he still has, of discharging the said debt or liability, and as to the disposal he has made of any property, and what debts are owing to him. The costs of such summons and of all proceedings thereunder shall be in the discretion of the judge."

If it is found out in the inquiry that the defendant who was ordered to pay is in receipt of a salary sufficient for the support of himself and his family and also to allow a weekly or monthly payment to be made, power is wanted for the Judge to make an order directing him to pay to the plaintiff a specified weekly or monthly amount. Or if the defendant has a trade or calling which would enable him to earn sufficient money for the above purposes, the same power for the Judge is asked for.

This is undoubtedly something badly needed in Western Canada. As it is at present a merchant may befriend someone, in the matter of giving credit, only to find that he has an exceedingly long chance of getting his own, should the debtor refuse to pay. Western merchants should follow up this resolution which is going to the governments of the three Western prairie provinces and see that some such system is adopted.

As The Canadian Grocer has pointed out often in this past, what is really required all over Canada is an inexpensive small-debt court which would not only collect a debt but allow the merchant something after it has been collected.



RICHARD LONEY, Moose Jaw, Sask., The newly elected president of the Associated Boards of Trade.

A. A. WILSON, Fort William, Ont. Elected first vice-president. Convention goes to Fort William next year.

C. H. WEBSTER, Calgary, Alta. Secretary of the Associated Boards of Trade of Western Canada.

Alleged Trust Among Western Fruit Men

Board of Trade Men Think the Matter Should be Investigated—Others Think High Fruit is Due to Losses in Transportation—Other Matters Discussed At Annual Meeting Associated Boards of Trade of Western Canada—To Meet in Fort William Next Year.

(Staff Correspondence.)

WINNIPEG.—Questions which are of great moment to all the Western centres, and in a large degree also to Eastern manufacturers and business men generally, were discussed at the meeting of the Associated Boards of Trade of Western Canada.

On the subject of bonusing industries a lengthy discussion took place, and, while many are opposed to this procedure, it was made very clear that some of the Western cities have found this beneficial, and are determined to continue their policy in face of any action—such as was proposed in a resolution—which may be taken by the Government.

Another problem which received attention was that of charters, held by various railway companies, and renewed, despite the fact that no actual work is commenced.

A Fruit Trust Alleged.

The wholesale fruit trade also was dealt with, it being openly stated by some that this is no better than a trust.

Questions of technical education and of good roads were also considered; while one of the most interesting discussions of the gathering, in view of present conditions, was that upon the collection of small debts.

Throughout the gathering the keenest interest was taken by the large number in attendance, and there is little doubt that the ideas brought forward and the resolutions passed will have a good effect. Next year's convention, it was decided, is to be held in Fort William—this in face of a strong fight for the honor put up by those present from Prince Albert. Richard Lowney of Moose Jaw, was elected president for the ensuing year.

Bonusing Industries.

It was D. Y. Leslie, of Swift Current, who brought up the question of bonusing industries, he moving a resolution urging that legislation restrictions on this procedure should be enforced and supplemented. "This practice is practically jeopardizing the future of our cities and towns," said Mr. Leslie. "When a manufacturer intending to employ ten men asks for a $20,000 bonus, as I know occurred in one case, I think it is time to stop."

That this practice of bonusing is leading to recklessness on the part of subdivision speculators was affirmed by G. C. Thomas, while H. B. Gordon pointed out that Winnipeg has for long refused to bonus any industries.

W. B. Wilcox, of Medicine Hat, took the other side of this question. In the last 18 months his city had granted to new industries 137 acres. These, with other concessions, cost about $150,000. The industries, on the other hand, when completed, will employ 1,900 men. Mr. Wilcox here gave an illustration showing the value to the city of these men. It had been shown that by selling natural gas at 13½c per thousand and at 5c per thousand for manufacturing purposes a revenue of appproximately $5 per head of population accrued to the city. The coming of these industries, therefore, with the population which they would bring, meant a revenue to the gas department of $50,000 per year. From this source alone, therefore, the investment of $150,000 for the new industries would be paid back in three years.

Bonusing Settlers.

The resolution of Mr. Leslie, according to W. E. Gunn, of Prince Albert, is in opposition to the Government's own policy. "They pay out thousands to bonus settlers," he stated.

Where does posterity come in on the bonusing system? asked one delegate. "In the words of a certain American," replied Mr. Gunn, "I ask you what has posterity ever done for us?" This speaker went on to state that Prince Rupert was to continue bonusing, no matter what the board might decide.

They have certain lands belonging to the city, and would sell these to new concerns at a nominal figure, say, $1 per acre, if not allowed to give away sites.

At this time the resolution was put to the meeting and was lost.

Straw Charters.

As on the question of presenting industries with land or money, so on the matter of charters held by railway companies, was there a division of opinion. J. W. Meliss, of Humboldt, Sask., expressed himself very strongly on this matter. People in this district, he said, have settled there upon the promise of certain railways that lines would be constructed very shortly. One company had a charter in 1907. This was renewed in 1909, and again in 1911, though nothing had been done. "We should oppose the renewal of charters," said Mr. Meliss, "unless promised that construction will be immediately undertaken."

A. A. Wilson, of Fort William, urged that the railways are doing all possible for the West—especially the three larger ones. "Why," said Mr. Meliss, "these are the ones I have been referring to."

Upon this subject the following resolution was finally passed:

"That direct representation be made to the Dominion and provincial governments urging that unequivocal legislation be passed without delay to govern the granting of renewals of charters to railway companies, corporations or individuals, such legislation to demand from railway companies, or others on being granted either a new charter or charters, or renewal of an existing charter or charters, a guarantee of a reasonable amount of construction within a reasonable period of time, the amount of construction and the period of time to be definitely stipulated in such legislation as may be passed; further, that such legislation should make it impossible for any railway company, corporation, or individual to hold a charter or charters for more than five years without completing construction thereon to the extent of operation; further, that it be a recommendation from this convention to every affiliated board of trade, that they secure the support of their respective Dominion Government representatives for such legislation."

To Investigate Fruit Combine.

F. Maclure Schlanders, of Saskatoon, stirred up great interest by his resolution petitioning the Dominion Government to appoint a commission of enquiry to prosecute a searching investigation into the wholesale fruit business of the West. Mr. Schlanders claimed that there was evidence to show that the wholesale fruit business was in the control of the monopoly. He contended that a commission properly appointed would bring out astonishing facts, and he held that the producer could get the same price for his product and the public obtain its fruit much cheaper.

J. Crawford went even further than Mr. Schlanders, contending that one wholesale firm controls the whole business in the West.

E. V. Battley, of St. Boniface held that the fruit growers ought to be their own distributors, while H. B. Gordon, of Winnipeg, brought out the other side of the argument, declaring that extensive losses in connection with the transportation of fruit from the East and British Columbia is largely the cause of the high cost of this food. Nothing immediate was done in this regard.

Small Debts.

Upon the question of collecting small debts, G. F. Hutchings, of Calgary, brought in a resolution asking that the governments of the three prairie provinces be requested to enact legislation allowing garnishee in the case of default of small debts, and also asking that a debtor may be examined on oath as to his real and personal property. A law similar to that of Ontario for the collection of small debts was wanted, Mr. Hutchings declared. The intention was not that such legislation should work a hardship on debtors in temporary difficulties, but that the judge should be given discretionary powers.

THE NEW OFFICERS FOR COMING YEAR.

President,
Richard Loney, Moose Jaw.
First Vice-President,
E. D. Martin, Winnipeg.
Second Vice-President,
E. A. Dagg, Calgary.
Third Vice-President,
A. A. Wilson, Fort William.
Fourth Vice-President,
F. W. Mellis, Humboldt.

Many of those present agreed that some such measure was needed. H. D. Pickett, of Moose Jaw, however, pointed out that in Saskatchewan an application can now be made to a judge for subpoena, and the judge can make an order for weekly or monthly payment. To his mind the greatest weakness in the law is that there is no provision for compelling a man leaving one province for another to pay his debts. He believed that a man should be restrained from leaving until he has cleared up these debts. Such measures are in existence in Nova Scotia and New Brunswick and might well be adopted here.

A National Board of Trade.

It was finally determined to petition the government to make the legislation required, and the attention of the delegates quickly shifted to the advisability of the Western Canada Associated Boards conferring with the other Boards of Trade throughout the Dominion with the object of forming a national body. D. J. Campbell, of Calgary, contended that a larger scope was needed. Questions are coming up which would be better dealt with in the separate provinces. He therefore thought that it would be wise to have provincial boards of trade and to have members elected from these provincial boards to a national board. W. J. Forster, of Calgary, seconded this motion, urging the need of provincial associations on account of distance as well as on account of conflicting claims of the various provinces.

C. N. Bell, of Winnipeg took the same ground, though he was not so sure that a national board would achieve the ends desired. That such a national board would bring the East and the West into closer relations, was held by E. D. Martin, of Winnipeg, and by R. J. Burdett, of Fort William. R. C. Long, Past President, also thought such a national board would be for the best interests of trade for the whole country, and his putting the resolution to the meeting, showed that this was the general opinion.

Value of Good Roads.

The value of good roads was brought out by D. J. Campbell, of Calgary, in a striking manner. Mr. Campbell used the crop of 1911 as an illustration. That year there had been 4,378,131 tons of wheat, 927,967 tons of oats, 215,700 tons of flax, 151,228 tons of barley and over 1,000 tons of rye. Adding the tonnage for roots, he showed that about 6,600,000 tons were hauled during 1911. This, at a cost of $2.00 per ton, made a total expenditure hauled of $13,244,476. He held that 60 per cent. would be saved in hauling were the roads good—this not only because each team would be able to draw a heavier load, but because there would be less wear and tear on the horses and on the rigs, and therefore less depreciation. If these figures were right, he pointed out, good roads would have saved, in handling the 1911 crop over seven million dollars. The increased value of farm lands due to good roads and improvements in social conditions was also to be remembered.

After hearing Mr. Campbell, the resolution asking the Government to take further steps to improve the highways, passed unanimously.

The register showed the following in attendance:—

A. A. Wilson, Fort William; R. J. Burdett, Fort William; W. E. Gunn, Prince Albert; D. J. Campbell, Calgary; W. H. Willson, Calgary; W. G. Fowler, Calgary; J. W. Campbell, Calgary; R. J. Hutchings, Calgary; C. H. Webster, Cal-

gary; H. D. Pickett, Moose Jaw; R. H. Sweet, Moose Jaw; John Crawford, Moose Jaw; Richard Loney, Moose Jaw; M. Isbister, Saskatoon; F. Maclure Sclanders, Saskatoon; F. E. Harrison, Saskatoon; F. W. Mellis, Humboldt; G. C. Thomson, Swift Current; D. Y. Leslie, Swift Current; W. B. Wilcox, Medicine Hat; Mayor Berry, St. Boniface; J. A. Marion, St. Boniface; John Rowan, Melville; J. W. Dawsay, Melville; Bruce Campbell, Selkirk; Dr. D. G. Ross, Selkirk; G. C. Calvert, Lanigan; D. E. Gilhooly, Lanigan; John Stovel, Winnipeg; C. N. Bell, Winnipeg; E. D. Martin, Winnipeg; H. M. Belcher, Winnipeg; H. Bruce Gordon, Winnipeg.

Business Situation and Year's Progress Dealt With by President and Secretary

THE PRESIDENT'S ADDRESS.

Gentlemen:—

"As retiring president of the Ninth Convention of the Associated Boards of Trade of Western Canada, I have the honor to present this annual address.

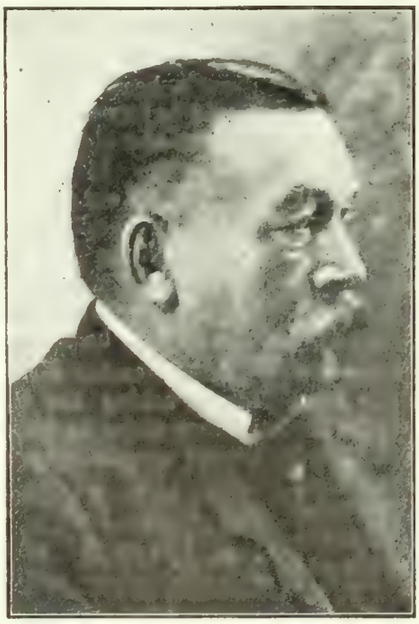
"At the outset, let me say that the attendance at the present convention must be gratifying to those who, during the past year, have striven with me toward rendering our organization of real usefulness to the community as a whole.

"It is my hope that the holding of our convention for the first time in the City of Winnipeg will mark the advent of a fuller activity for our association than it has yet been able to attain. This, because Winnipeg is the most important factor in our commercial, financial and industrial life; she is, in fact, the Mecca of Western business activities; and there are within her gates so many citizens who have continually exhibited a sincere and most commendable public spirit, and whose influence, experience and broad-minded outlook have borne much good fruit throughout the West as a whole.

"And, at this particular juncture we require the added guidance and co-operation of such men, because it is now necessary that the whole life and influence of our association should be vitalized and expanded in keeping with the general development of the country; it is now essential that we be amply equipped to encounter and solve the varied and most intricate problems affecting our welfare—problems which have been precipitated by our phenomenal development. At present, we are not so equipped; nor have we ever been in the past. As a matter of fact, and particularly during recent years, our chronic condition has been one of financial decrepitude; there has been barely sufficient cash on hand to liquidate ordinary petty expenses, while the labors of our secretary have been purely honorary. I feel, gentlemen, that there is no reason for such unpropitious conditions, and I respectfully submit that in the light of our achievements, they are unmerited, and that considering the circumstances under which we have been compelled to operate, our achievements have not been entirely negligible.

"To my mind, the past year will prove to be one of the most remarkable in the history of this West—a year which later historians will refer to as heralding in a truer economic condition of things, and a better, safer and sounder general basis. During it we have seen the passing of hysterical real estate activity when men looked to such speculation as their main source of revenue and considered their legitimate business in the light of a mere side line. We have also witnessed the passing of the remote subdivision shark. He has mercifully relieved us of his unwelcome presence. His operations have been dire and pernicious and have affected all Western cities; and, while we are agreed as to the sterling character of good city property purchased from good people, it is certain that every thoughtful Westerner detests the parasite who has fattened upon our prosperity and the credulity of the world beyond, and whose small and crafty spirit can never know the faintest impulse of honest patriotism. It is my hope that provincial legislation will render such abuses impossible in the future; and I congratulate the citizens of Calgary upon their recent initiative toward that desirable end.

"While it is my conviction that there will probably be as much money made in future Western realty and land investments as there has been in the past, I, nevertheless, believe that it will be made in a safer, saner way. It must have been glaringly apparent to those who thought-



M. ISBISTER, Saskatoon.
The retiring president of the Boards.

C. N. BELL.
Secretary of the Winnipeg Board of Trade.

fully contemplated realty conditions as they were last year, that they could not long continue so. It must now be evident that had they done so there would, ere long, have come a crash and a calamity under which we should have staggered for years. That the tide turned when it did was surely a veritable blessing for which every intelligent individual should be devoutly thankful.

"Gentlemen, I look upon the present lull as merely the little step backward for the big leap forward; and it certainly seems to me that all things have worked together for the good of this our beloved land. The European troubles, coupled with an unprecedented industrial activity in Great Britain, brought about a scarcity of money, which, in turn, not only checked real estate hysteria, but also permitted us a thoughtful breathing spell—a moment for a pause and a glance around, so that we might recover our economic equilibrium, so that we might confront and conquer those problems which had stealthily accumulated—problems upon the solution of which our thoughtful people are now earnestly absorbed.

"Now, not only has the present lull influenced sounder conditions in the realm of commerce, but, as you all know, its effect upon our agricultural community has also been most marked and most beneficial. Of this there is encouraging evidence in the statistics furnished from Ottawa for the year ending 30th June last. From these it will be seen that in Saskatchewan, for instance, the number of milch cows shows an increase on the previous year of 163 per cent., sheep 151 per cent., and swine 88 per cent. Similar remarkable increases are also apparent in the sister provinces.

More Mixed Farming.

"Surely, such indications prove that the farmer has also grasped the blessing of the general breathing spell, and that the one-crop fallacy now appeals to him in its true light. I am satisfied, gentlemen, that most of the intelligent men upon our lands have now realized that it is impossible to starve out the mixed farmer, and that, after all, the primary function of the land is to provide food for the farmer's own table. And, I am persuaded that this welcome change has been brought about by the tightness of money. It is also my humble conviction that we are now witnessing the first real awakening of diversified agriculture on these prairies; and if the progress of the past year be any criterion for the years to follow, we shall swiftly achieve the cherished ambition of our economists and become a mighty exporting country instead of a great importing one.

THE SECRETARY'S ADDRESS.

Chas. H. Webster, Calgary, secretary of the association, read the following address:—

President and Members of the Associated Boards of Trade of Western Canada:—

"I beg herewith to submit for your consideration the synopsis of the follow-up work in connection with the resolutions that were endorsed by you at your last meeting, and in this connection I might say that this report will take the place of the bulletins that it has been customary to issue during former years. You are, no doubt, aware of the fact that no bulletins have been sent out from the secretary's office since the holding of the Ninth Convention, the simple reason being the lack of the necessary finances and the fact that existing conditions with regard to the future prospects and final support were not sufficient evidence to encourage your secretary to undertake the liability.

"Further, while no doubt the idea of the bulletin is a good one, it is questionable whether or not the expense is warranted, as such a considerable number of bulletins are published and there is a possibility of only a small percentage of them receiving attention. While I do not advocate the complete elimination of the bulletin system, I would advise its continuation in a more modified form, namely:—by issuing individual bulletins, or, in other words, advising the different boards from time to time, regarding the progress their resolutions are meeting with, closing the year by issuing one general bulletin dealing finally with the result of the year's work. With this end in view I will ask your indulgence for a few moments while I endeavor to place before you in as concise a form as possible the attention we have received at the hands of those to whom the resolutions were addressed.

"The resolution, 'Freight Rate Experts,' introduced by the Moose Jaw board, was submitted to the different provincial governments. In a reply received from the Saskatchewan government our attention is drawn to the fact that this would mean the inauguration of a new department entailing a considerable expense, and before the government would care to commit themselves, they would have to subject the proposition to a thorough investigation with a view of becoming satisfied that the advantages would be sufficient to warrant the expenditure.

"The Manitoba government take practically the same stand; as it is a proposition that has never been considered by the government and will require considerable investigation. We are advised by the Alberta legislature that the resolution will receive their consideration in due course, and I am sorry that I find it necessary to report no further definite replies to our numerous communications.

Government Realize Importance.

"The resolution, 'Government Elevators and Terminal Facilities at the Pacific Coast,' was introduced by the Red Deer board. In this connection the following communication was received from the Rt. Hon. R. L. Borden:—'This subject is engaging the attention of the Government. At the present time I am not able to make any announcement respecting our proposals, but you may rest assured that the Government realizes the very great importance of the consideration to which you have directed our attention.'

Storage Elevators.

"The resolution, 'Interior Storage Elevators,' produced by Calgary Board, brought the following replies as follows:—'In the Saskatchewan government's election manifesto for last summer's campaign we inserted a plank to effect that if the Dominion Government failed to fulfil its duty in this matter we should deem it our duty to investigate the whole question to determine how far we should go in endeavoring to meet the necessities of the case. Following our elections a session of the legislature was held this past winter and the question was fully debated in the House. The opinion was, I think unanimously, expressed that the duty in connection with the establishment and maintenance of interior storage elevators is a duty devolving wholly upon the Dominion authorities.'

(Signed) WALTER SCOTT,
Premier of Sasktchewan.

"Other considerable correspondence has passed between your secretary and Mr. F. C. T. O'Hara, deputy minister of trade and commerce, the final one under date of August 29th, 1913, reads as follows:

"'Replying to your letter of August 23rd, I beg to state that the tenders for the elevators at Moose Jaw and Saskatoon are not expected in until the 8th of September. The Board of Grain Commissioners, however, at Fort William, have full charge of this matter, and I would suggest that you communicate with them. There is really no further information that I can give you at the moment, other than sending you herewith a copy of the call for tenders. I doubt very much if any announcement will be made in time for you to include in your report, which you state you are preparing for presentation at the next convention, September 11th, 12th and 13th.'

"Following out as suggested, I have communicated with the board of grain commissioners, requesting that they direct their reply to me at Winnipeg.

The Clerks' Page

By the Cub Reporter

SELLING A GOOD BROOM.

Since Canadian Grocer went to press last week further suggestions have come in as to methods of argument in selling good quality brooms. They are as follows:—

The Cub Reporter. — Re selling the forty-cent broom in preference to the thirty-cent one; I would point out that "the corn is longer and more even in this forty-cent broom; it is also finer corn; it will, therefore, sweep cleaner, and the price is only a trifle higher."

MILVERTON, ONT., CLERK.

* * *

The Cub Reporter.—Re sale of brooms. Woman notices brooms hanging from the ceiling in the broom rack. Following conversation ensues:—

Customer.—I want a good broom, Mr. W———.

Mr. W.—Yes, Mrs. B, we have three lines, 40c, 50c, 60c each. (Mr. W. walks from behind counter to rack and brings down the three lines.)

Mr. W.—That is a good broom at 50c. (display same for the customer to see), but this one at 60c. is far better quality for the small difference in price; you will find this broom a little heavier but it will give you far greater satisfaction, both from the sweeping (display the width on store floor) and wearing qualities.

"In the store one of these (40c.) brooms (price not mentioned), lasted me only one month. I have now been using this one 6 weeks; (produces same, a 60c. one from cellar doorway which is close by). You see how well it wears.

Mrs. B.—I wish my maid could keep a broom as straight as that. I will take this one. (The 60c. broom taken from the rack.)

This sale was made nearly as rapidly as it takes to read this.

J. A. W., Dauphin, Man.

Editorial Note.—This letter from the Dauphin clerk is a particularly good one. It gives an actual sale of the more expensive broom.

HALF HOLIDAY NOT YET.

The Shops Regulation by-law, the aim of which was to give all clerks in New Westminster, B.C., a half holiday on one day each week, was voted down by that city's council. After being discussed by every alderman and the mayor and after three representatives of the business men, representatives of the clerks, of the Trades and Labor Council and the Local Council of Women and a representative of modern democracy, had addressed the council, the clauses referring to the half holiday closing were voted struck out and then the by-laws withdrawn on a vote of the council.

Every alderman was in his seat and the council chamber was crowded. Both sides interested in the question were well represented and both sides were given every opportunity to air their views.

Many and interesting were the arguments advanced and the debates between the aldermen as the battle proceeded grew spirited.

QUALITY VINEGAR AND SPICE TALK.

Many grocers are now recognizing the importance of the pickling season by advertising vinegar and spices. Following are prominent extracts from the newspaper ad. of The Bell Trading Co., Nelson, B.C.:—

A RUN OF VINEGAR AND SPICES.

Pickling time is here. We refuse to sell anything but the purest of vinegars, free from harmful foreign acids.

SPICES.

We buy our Spices from Quality standpoint, for their flavor and aroma contained in them. Without these spices are useless. Full stock of all you need for pickling.

White Mustard Seed, Cinnamon Bark, Turmeric, White and Black Pepper, Chilli Peppers, Root Ginger, Bay Leaves, Corianda Seed, Cardamon Seed, Mace, Nutmeg and Assorted Pickling Spices.

Here are two strong talks which should hold every woman's attention, who has pickling to do. Quality is emphasized particularly and in the part of the ad. prices were quoted on the various kinds of vinegar.

VACATION TIRES HIM.

Thomas A. Edison who is ill at his home in West Orange, N.J., has been ordered by his physician never to take another vacation and has been ordered to remain away from his laboratory for another two weeks to recuperate from his recent fortnight in New England.

This was Mr. Edison's first vacation in eight years, and according to the doctor, the ageing inventor is more tired out from his holidays than from working 20 hours a day.

Edison has always been a hard worker. He has described "a normal day's work" as being from 6 a.m. to midnight.

"Then a man couldn't let his brain cells deteriorate," he explained. "That's the only way to get what you want—work. Everything on earth depends upon will. I never had an idea in my life. I've got no imagination. I never dream. My so-called inventions existed in the environment.

OBSERVATIONS OF THE CUB REPORTER.

As you work you win.

Service means trade. System means profit.

Never put off till to-morrow. Tomorrow never comes.

The hits you made yesterday won't win to-day's game.

We all must work if we mean to bring out and perfect our nature.

There is no man who grows so old that he cannot learn one new thing.

If you want to get something, the best plan is to meet it more than half way.

Current News of the Week

Quebec and Maritime Provinces.

Anderson Bros. have opened a general store in McAdam, N.B.

Z. Raymond, general merchant, Hull, Que., has sold to F. Perron.

W. E. Collins has opened a new grocery store at 44 Westminster Avenue, Montreal West.

The warehouse of J. B. Toombs & Son, wholesale grocers, Moncton, was damaged by fire recently.

R. H. Armstrong and Wm. Ferguson have opened a grocery store in Newcastle, N.B., in the establishment formerly occupied by S. A. Russell.

J. A. Paulhus, of the D. Hatton Co., wholesale fish merchant, Montreal, left Monday night on his annual trip through the lower provinces in connection with business for his firm.

J. T. Robertson Co., of Canada Ltd., with head office in Maisonneuve, Que., has been incorporated under a Federal charter to manufacture soaps, toilet articles, etc. The capital stock is $50,000.

Louis Adhemar Delorme, ex-secretary-treasurer of Laporte, Martin, Limitèe, Montreal, died last week at his residence, 508 Bloomfield Avenue, Outremont. Mr. Delorme was born in Montreal in 1869, and was in the employ of Laporte, Martin, Limitèe, for over thirty years. In public life, too, he also was a conspicuous figure.

Ontario.

Geo. Haigh has purchased a grocery store in Seaforth, Ont.

P. W. Rachar, grocer, Toronto, has sold to Robt. C. Morrison.

John Hewitt, grocer, Hagersville, Ont., is moving to Hamilton.

Mrs. E. N. McCuaig, grocer, Schrieber, Ont., has sold to G. H. Reid.

Wilkie & Fulcher, grocers, etc., Alvinston, Ont., have dissolved, Jos. S. Wilkie continuing.

Miss T. Rink has purchased the business of Mr. R. A. Lambert, North Main Street, Welland, Ont.

J. A. Bragg, of Perry & Bragg, grocers, Parry Sound, Ont., has gone to Newfoundland on a holiday trip.

A Toronto dealer was fined $20 and costs during the week for having a half-peck measure with a false bottom.

The autumn and winter meetings of the Grocers' Section of the Peterborough branch of the R. M. A. will be resumed on Monday night next, Sept. 22.

Jas. McFarren, a Toronto King Street grocer, was seized with a weak spell on the street recently and collapsed. He was taken to a hospital, where he afterwards recovered.

Latest Canada Gazette to hand announces the incorporation of Minto Bros., Limited, tea and coffee dealers, with capital stock of $500,000. The head office is in Toronto, the company being previously known as Minto Bros.

The increase of the Robt. Simpson & Co.'s, Toronto, sales for June and July of this year as compared with 1912 amounted to $153,232, making a total increase for the first six months of the company's business year to the end of July of $750,000 as compared with 1912.

A dividend at the rate of 1¾ per cent. on Dominion Canners' stock, for the quarter ending the 30th of September, being at the rate of 7 per cent. per annum, has been declared on the preferred stock, and 1½ per cent., or at the rate of 6 per cent. per annum on the common stock.

It is reported that a co-operative society is organizing in Bracebridge, Ont. In this connection it might be mentioned that the R.M.A. is carrying on a vigorous campaign against wholesalers and manufacturers selling to these stores. One manufacturer last week was interviewed in this regard and promised to discontinue to sell in future to any of these stores.

Western Canada.

Hodges & King, grocers, Victoria, B.C., have dissolved, A. B. King retiring.

J. G. McGowan & Co., general merchants, Rathwell, Man., have sold to Smith & Co.

The Banner Store (T. E. Glanville), Vermillion, Alta., have opened a grocery department in connection with their dry goods.

Retail merchants in New Westminster, B.C., are strongly opposed to the by-law now before the council of that city to make a half holiday each week compulsory. They are not opposed to a weekly half holiday, provided it is made general on the lower mainland, but it is feared that if it is observed in New Westminster alone, trade will be driven to Vancouver. The following committee has been appointed to appear before the City Council to enter protest:—A. F. McDonald, C. A. Welsh, E. C. Traves, L. B. Lusby, E. Sinclair, W. S. Collister, M. J. Phillips, S P. Ross, J. B. Grant, and H. T. Morey.

J. M. S. Paterson, of Peek Bros. & Winch, London, England, is now making a trip through the West. Mr. Paterson, whose headquarters are in Columbia, Ceylon, is in charge of the tea department of this firm, and was in the West with the object of determining the best method of putting their teas on the market. All the details have not been arranged as yet, but Mr. Paterson gave the agency for Manitoba, Saskatchewan and Alberta to W. H. Escott & Co., of Winnipeg, which firm has for some time been handling the spices and coffees for Peek Bros. & Winch. Mr. Paterson is now visiting W. H. Escott & Co.'s various Western branches, being accompanied by T. C. Dawson, secretary-treasurer of this agency.

Following items are from The Canadian Grocer of September 29, 1893:—

"Mr. Ashwell, of Geo. R. Ashwell & Son, Chilliwack, B.C., was in Toronto this week on his way from New York, where he has been doing business for the firm. He intends returning home via Chicago."

Editorial Note.—Geo. R. Ashwell & Son are to-day in business in Chilliwack. Not long ago Canadian Grocer showed two attractive window displays made by this firm.

* * *

"At a special meeting at the Montreal Retail Grocers' Association, Monday evening, the president, S. Demers, in the chair, resolutions were passed regretting the death of H. Viger; determining that the members of the association attend the funeral in a body; that a floral offering be sent to be deposited on the remains, and the secretary send a copy of the resolutions to the family of the deceased and to the press."

* * *

"Eighty cents per dozen for good brands of corn, peas and tomatoes, from present indications, is a good purchase."

Editorial Note.—This, it will be noted, is from Canadian Grocer of 20 years ago. So far as peas are concerned it might well fit in now, but we shall have to wait a few days before it is known whether history will repeat itself as regards corn and tomatoes.

Brooms Advance; Good Demand for Salmon

Prices Up 25 Cents a Dozen on All Grades of Brooms Owing to High Price of Corn—Brown Sago Down ½ Cent.—Twine Advances Cent a Pound—Santos And Mild Coffees Up ½ Cent.

MARKETS IN BRIEF

QUEBEC.

PRODUCE AND PROVISIONS—
- Easier feeling prevails in meats.
- Butter advances 1c per lb.
- New laid eggs move up 2c.
- Cheese slightly easier in country.
- Ordering of honey now heavy.

FISH AND OYSTERS—
- Supplies of halibut from now on likely to be irregular.
- Smoked fish season opening up.
- Oysters are in heavy demand. P.E.I. shell stock show poor quality. Trade is still very favorable to Malpeque oysters.

FRUITS AND VEGETABLES—
- Ontario basket fruits the feature.
- Prospects are for good cranberry crop.
- Potato dealers still figure on the proposed tariff changes.

FLOUR AND CEREALS—
- Rolled oats dropped 25c per barrel.
- Quality of new flour shows high average.
- Firmness still rules in mill feeds.

GENERAL GROCERIES—
- Brooms advance another 5 per cent.
- Glucose advances 40c per cwt. following high corn.
- Cotton twine advances 1c per lb.
- Canadian sardines now quoted at $3.50.
- Prunes move up ½ to 1c all round.
- California loose muscatels move up ½c.
- Brown sago drops ½c.
- Conflicting reports received regarding salmon.

ONTARIO.

PRODUCE AND PROVISIONS—
- Hogs declined to $9.15, a drop of 50c in three weeks.
- Eggs advanced 2 to 3c in all grades, owing to scarcity.
- Heavy supply on hand keeps butter down, although export of cream and milk may cause rise.

FRUITS AND VEGETABLES—
- Peaches dropped to 35c, but recovered.
- Grapes in weak demand, down to 20c.
- Farmers rush in tomatoes, and price is low.
- Potatoes remain up owing to tariff rumors.
- Corn up to 15c.

FISH AND OYSTERS—
- Whitefish, herring and cod steak advance, owing to lack of supplies. Fall run of trout late.
- Quality of oysters continues to improve; demand increasing.

FLOUR AND CEREALS—
- Rolled oats drops 25c a barrel.
- Rolled wheat also down 10c bbl.
- Ontario flour about 5c per bbl. lower.
- Latest wheat estimate 188,000,000, and 87 per cent. showing contract grade.

GENERAL GROCERIES—
- Brooms advance 25c a dozen on all grades; record in last six weeks.
- Canadian sardines up 25c on some brands.
- Advance of ⅝ to ¾c in Santos and mild coffees.
- Brown sago down ½c.
- Reports from coast indicate increase in prices of highest grade salmon.

QUEBEC MARKETS.

Montreal, Sept. 24.—Following better feeling which has been prevailing during past couple of weeks and freer circulation of money in all channels, activity has again started in price movement. Many articles of food are again on upward trend. This week out of seven price changes in lines handled by the wholesale grocer, six of them are in the upward direction. The other, that in sago, shows a decline of only ½ cent. Jobbers predict that from now on most changes made are likely to be in an upward direction.

BROOMS.—Brooms made a further advance this week of 5 per cent. all round. First advance following shortage of corn crop was made about August 12 and amounted to 25 cents per dozen. At that time manufacturers claimed that the advance was only the first of several. This week's move would tend to bear out the prediction. Prices now quoted for average weights are as follows:

5 strings	3 75	4 75
4 strings		3 00
3 strings		2 75
2 strings		2 50

GLUCOSE.—Glucose has also advanced 40 cents per cwt., following high prices in corn. This advance makes prices read as follows:

Glucose—	
Barrels (600 lbs., per cwt.	3 65
Half barrels (300 lbs., per cwt.	3 80
Kegs (200 lbs., per cwt.	3 95

COTTON TWINE.—Jobbers advanced prices 1 cent per lb. on cotton twine this week. This advance is directly in sympathy with advances on the cotton market. Four ply is now quoted at 27 to 27½ cents; three ply at 24½ to 25 cents.

SUGAR.—"Sugar here," states one importer this week," is at present largely dependent on New York. All the sugar in sight for U.S.A. market still falls below requirements. U.S. refiners are playing their usual waiting game in which they are pastmasters, and making Cuban sellers come to it.

"European beet crop is perhaps a little less than anticipated by a number of people. Licht cabled preliminary estimates on the crop and the average between his maximum and minimum estimates strikes about 8,445,000 tons. This is slightly less than anticipated by some, and no doubt accounts for better feeling in Europe for new beet sugars.

"Tariff is causing weakness in the States. As a reduction of approximately 25 per cent. comes into force March, U.S. sugar interests are doing their best to get their sugars marketed before the new tariff comes into effect.

Locally firmness still continues, though not quite so marked following a slight falling off in demand.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	4 50
20 lb. bags	4 60
2 and 5 lb. cartons	4 80
Second grade, in 100 lb. bags	4 35
Extra Ground Sugars—	
Barrels	4 90
50 lb. boxes	5 10
20 lb. boxes	5 30
Powdered Sugars—	
Barrels	4 90
50 lb. boxes	5 10
25 lb. boxes	5 10
Paris Lumps—	
100 lb. boxes	5 25
50 lb. boxes	5 45
25 lb. boxes	5 55
Crystal Diamonds—	
Barrels	5 30
100 lb. boxes	5 45
50 lb. boxes	5 55
5 lb. cartons	6 40
Crystal Dominoes, cartons	7 20
Yellow Sugars—	
No. 3	4 55
No. 2	4 55
No. 1	4 15

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

MOLASSES AND SYRUPS.—Greater firmness is noted this week in molasses situation. Jobbers are willing to pay a little more for their supplies, and demand is proving rather more than at first estimated. A better feeling rules all round.

Corn syrup also holds very firm, following high prices on corn.

Barbados Molasses—	Prices for Island of Montreal. Extra Fancy.	Fancy.	Choice
Puncheons	.44	.41	.39
Barrels	.47	.44	.42
Half Barrels	.49	.46	.44

For outside territories prices range about 2 cents lower per gallon than for delivery, Island of Montreal.

Carload lots of 20 puncheons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3½c; ½ bbls., 3¾c; ¼ bbls.	0 04
Pails, 38½ lbs., $1.85; 25 lbs.	1 35
Cases, 2 lb. tins, 2 doz. in case	2 50
Cases, 5 lb. tins, 1 doz. in case	2 85
Cases, 10 lb. tins, ½ doz. in case	2 75
Cases, 20 lb. tins, ¼ doz. in case	2 70
Maple Syrups—	
Pure, per 8½ lb. tin	0.75
Pure, in 15 gal. kegs, 8c. per lb., or per gal	1.00
Maple Sugar, pure, per lb.	0 10 0 11

DRIED FRUITS.—Prunes advanced ½ to 1 cent all round this week, following greater firmness on primary sources. California loose muscatels, 3 crown, also advanced ½ cent per lb., which now brings price up to 8 cents.

All dried fruits are on the upward move and before long, jobbers claim, will show advances on many lines.

EVAPORATED FRUITS.		Per lb.
Apples, 50-lb. boxes	0 07½	0 08
Nectarines, choice	....	0 11
Peaches, choice	....	0 09¾
Pears, choice	....	0 12½
DRIED FRUITS.		
Candied Peels—		
Citron	....	0 17
Lemon	....	0 11
Orange	....	0 12
Currants—		
Amalias, loose	....	0 07
Amalias, 1-lb. pkgs.	0 07½	0 08½
Filiatras, fine, loose	0 06½	0 07
Dates—		
Dromedary, package stock, per pkg..	....	0 10
Fards, choicest	....	0 11
Hallowee, loose	....	0 06
Hallowee, 1-lb. pkgs.	....	0 06½
Figs—		
Finest, 6 crown, about 12 pounds....	....	0 15
Same fruit, 5 and 4 crown, 1 and 2 cents less.		
Prunes—		
40 to 50, in 25-lb. boxes, faced	....	0 14
50 to 60, in 25-lb. boxes, faced	....	0 13
60 to 70, in 25-lb. boxes, faced	....	0 12
70 to 80, in 25-lb. boxes, faced	....	0 08½
80 to 90, in 25-lb. boxes, faced	....	0 08
90 to 100, in 25-lb. boxes, faced	....	0 07½
Raisins—		
Malaga table, box of 22 lbs., according to quality	2 50	5 25
Muscatels, loose, 3 crown, lb.	....	0 07½
Sultana, loose	....	0 10
Sultana, 1 lb. pkgs.	....	0 11
Valencias, old stock	....	0 04
Seeded, fancy	....	0 09½
Seeded, choice	....	0 09

Prices quoted on all lines of fruits liable to be shaded for quantities, according to the state of the market.

TEAS.—Firmness continues to rule in the tea situation. Japans arriving, show fine quality and are said by importers to be giving much better satisfaction than during past few years.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 18	0 25
Common	0 15	0 18
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
Garden grown	0 75	1 00
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Spanish No. 1	....	0 12½
Virginia No. 1	....	0 13¼
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey, gunpowder, pinhead	0 30	0 50

COFFEES.—Coffees have advanced slightly in the South during past week, but so far the change is not regarded as permanent. Locally situation holds unchanged, with good demand.

Coffee, Roasted—	Per lb.	
Jamaica	0 21½	0 23½
Java	0 29	0 33
Maracaibo	0 21	0 23
Mexican	0 25	0 28
Mocha	0 28	0 29
Rio	0 19½	0 21½
Santos	0 20½	0 23

SPICES.—Cream of tartar advanced and dropped during week on primary sources, and now holds practically at last week's level. The future now is even more uncertain than at last week's writing.

Peppers hold firm, and all other spices practically unchanged.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	0 10	0 13—0 15
Allspice, whole	....	0 12—0 15
Cinnamon, whole	....	0 20—0 25
Cinnamon, ground	0 17—0 18	0 20—0 25
Cinnamon, Batavia	....	0 25—0 35
Cloves, whole	....	0 25—0 30
Cloves, ground	0 18—0 23	0 28—0 30
Cream of tartar	0 18—0 21	0 27—0 30
Ginger, Cochin	0 12—0 15	0 18—0 21
Ginger, Jamaica, ground	0 15—0 18	0 22—0 25
Ginger, Jamaica, whole	....	0 22—0 25
Ginger, African, ground	....	....—0 16
Mace	....	0 75—1 00
Nutmegs, brown, 64s, 50c; 80s, 40c; 100s	....	....—0 35
Nutmegs, ground, bulk, 40c; 1 lb. tins	....	....—0 50
Pastry spice	....	....—0 25
Peppers, black, ground	0 10—0 14	0 17—0 20
Peppers, black, whole	....	0 18—0 20
Peppers, white, ground	0 15—0 23	0 27—0 30
Peppers, white, whole	....	0 26—0 28
Seeds—		Per lb.
Canary		0 07½ 0 08
Caraway, Canadian		.... 0 10
Caraway, Dutch		.... 0 14
Cardamon		1 25 1 50
Celery		0 40 0 50
Hemp		0 05½ 0 06
Rape		0 07 0 07½

RICE AND TAPIOCA.—Demand for all rices is steadily on the increase with cooler weather setting in, and the necessity for bigger fires.

Brown sago dropped another ½ cent this week to 4½ and 5 cents. This is the result of the new crop which is said to be heavy.

Rangoon Rice—	Per cwt.
"B," bags 50, 100 and 250 lbs.	3 15
"B," pockets, 25 lbs.	3 25
"B," pockets 12½ lbs.	3 35
"C.C.," bags 50, 100 and 250 lbs.	3 05
"C.C.," pockets 25 lbs.	3 15
"C.C.," pockets 12½ lbs.	3 25
India bright	3 30
Lustre	3 40
Fancy Rices—	**Per cwt.**
Polished Patna	4 40
Pearl Patna	4 60
Imperial Glace	4 90
Sparkle	5 10
Snow, Japan	5 30
Ice drips, Japan	5 45
Crystal, Japan	5 10
Carolina head	7 10

Imported Patna—	Per lb.	
Bags, 224 lbs.	0 05⅛	0 05⅜
Half bags, 112 lbs.	0 05¼	0 05½
Quarter bags, 56 lbs.	0 05⅜	0 05⅝
Velvet head Carolina	0 09	0 10
Sago, brown	0 04½	0 05
Tapioca—	**Per lb.**	
Singapore, medium pearl	0 05	0 05½
Singapore, seed	0 05½	0 06
Penang	0 04½	0 05

NUTS.—Firmness rules on all markets with tendency steadily upward on primary sources. No further changes however are to be reported this week.

In shell—	Per lb.	
Almonds	....	0 17
Brazils	0 20	0 21
Filberts	0 13	0 14
Peanuts, American, according to qual.	0 09	0 12½
Peanuts, French	....	0 09
Pecans, polished, large	0 18	0 19
Walnuts, marbots	0 15	0 16
Shelled—		
Almonds, Valencia	0 38	0 40
Almonds, Alicante	....	0 45
Almonds, Jordan	....	0 50
Cocoanut, shredded p.kgs., ¼ lb., 30c; ¼ and ½ lbs., mixed, 29½c; ¼ and ⅛ lbs., mixed	....	0 30½
Cocoanut, shredded, pails, 10 & 15 lbs	....	0 20
Cocoanut, shredded, tins, 5 lbs.	....	0 21
Peanuts	0 08	0 09
Walnuts	0 31	0 33

ONTARIO MARKETS.

Toronto, Sept. 25.—Business conditions from a provincial point of view at least continue to improve slowly, and general satisfaction is expressed among wholesale trade at orders and payments. Signs are increasing that grocers are feeling able to break away from hand-to-mouth ordering that seemed forced on them since early last spring. While sugar demand is fast declining, orders are rushing in for salmon, the first example of "stocking up" that has come to cheer wholesalers. Opinion is unanimous that public will almost double last year's purchases, and buying by trade is stimulated by disquieting rumors as to smaller pack of best grades than was anticipated, and increase in price on coast.

SUGAR.—Business is limited pretty much to withdrawals against contracts, with little in line of new orders. This condition is reflected in attitude of refiners towards offerings of raws, as they are carrying fair stocks for present requirements. Unless importers are prepared to take care of present arrivals any pressure to sell would bring about further reduction in prices of raws. On New York market recent expectation was that next sale of Cubans would be on basis of $2.25, cost and freight, but importers were able to make a stand, and sale was effected at end of week at $2.31, c. and f. This establishes a decline of, say, ⅛ cent from recent highest point, and market may be considered nominal on this basis to-day.

There has been some irregularity to prices of refined on other side of line, ranging from $4.60 to $4.80, f.o.b. New York, until other day when Federal Sugar Refining Co., which had been quoting on low basis, advanced price to $4.70.

Looking at question of supplies there seems nothing to be feared for immediate future. Supplies of preference sugars, both for United States and Canada, are now in very narrow compass, and there is not likely to be any pressure to sell remainder of production for this season.

To-day's basis for Cubans, c. and f. New York, is 45 cents per cwt.; ditto parity of European beet sugars, so that refiners need not look for any relief from the latter quarter, and there are no new crop Java sugars coming to this side of the water, nor even to Europe, as they are finding much better market in East, say, India, China and Japan. We are now fast approaching new beet crop in Europe, and present indications are reported to be favorable. First estimate for crop known as "commercial" estimate ranges from 8,130,000 tons minimum to 8,780,000 tons maximum, but this is not at all definite. In spite of fact that not much new business is transpiring in refined on this side of line, meltings continue heavy, which is very satisfactory indication, and with light receipts last week United States and Atlantic stocks were reduced by over 31,000 tons.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	4 60
20 lb. bags	4 70
2 and 5 lb. cartons	4 90
Beaver granulated, in 100 lb. bags	4 45
Extra Ground Sugars—	
Barrels	5 00
50 lb. boxes	5 20
25 lb. boxes	5 40
Powdered Sugars—	
Barrels	4 80
50 lb. boxes	5 00
25 lb. boxes	5 20
Paris Lumps—	
100 lb. boxes	5 35
50 lb. boxes	5 45
25 lb. boxes	5 65
Crystal Diamonds—	
Barrels	5 40
100 lb. boxes	5 35
50 lb. boxes	5 45
5 lb. cartins	7 50
Crystal Dominoes, cartons	7 60
Yellow Sugars—	
No. 3	4 55
No. 2	4 45
No. 1	4 15

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

MOLASSES AND SYRUPS.—No further advance is heard of in corn syrups, but "you never can tell" is the attitude of the street. Prices remain firm, but unchanged.

Syrups—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 lb. tins, 1 doz. in case	2 85
10 lb. tins, ½ doz. in case	2 75
20 lb. tins, ¼ doz. in case	2 70
Barrels, per lb.	0 03½
Half barrels, lb.	0 03¾
Quarter barrels, lb.	0 04
Pails, 38½ lbs. each	1 85
Pails, 25 lbs. each	1 35

Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50
Maple Syrup—Compound—		
Gallons, 6 to case		4 80
½ gals., 12 to case		5 40
¼ gals., 24 to case	4 80	5 40
Pints, 24 to case	2 70	3 00
Maple Syrup—Pure—		
5 gallon cans, 1 to case	....	1 25
Gallons, 6 to case	6 60	8 00
½ gallons, 12 to case		7 25
Quarts, 24 to case	7 25	8 40
Pints, 24 to case	....	4 70
Maple Sugar—		
Pure, per lb.	0 14	0 15
Maple Cream Sugar—		
24 twin bars	....	1 80
40 and 48 twin bars	....	3 00
Maple butter, lb. tins, dozen	....	1 90

DRIED FRUITS. — Mediterranean fruits easy, and Californian firmer and

tending to higher levels, seems general disposition at present. Last year's lower prices in several Californian lines seem to have spoiled the Street for late announcements of determination to secure "a living profit," and many are inclined to resent more than fractional increases. As to just which will win out, that's one of problems future alone can solve.

New crop of raisins are on the way, and one wholesaler has fixed .08 and .08½ for first shipment and .07-.07½ for second of Valencias. Currants are about ½ cent easier, and peels tend same direction.

Apples, evaporated, per lb.	0 07½	0 08
Apricots—		
Standard, 25 lb. boxes	0 16	0 18
Choice, 25-lb. boxes	0 18	0 20
Fancy	0 22	0 24
Candied Peels—		
Lemon	....	0 11
Orange	....	0 12
Citron	....	0 16
Currants—		
Filiatras, per lb.	....	0 06½
Amalas, choicest, per lb.	....	0 07
Patras, per lb.	....	0 07½
Vostizzas, choice	....	0 09
Vostizzas, shade dried,	0 10½	0 11
Cleaned, ¼ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½
Figs—		
Natural figs, in bags, lb.	0 05	0 07
Comadre figs, in tape, per lb.	0 04	0 04½
Eleme figs, in boxes, according to size, lb.	0 10	0 15
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 09	0 10
Choice, 50-lb. boxes	0 08¾	0 09
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, old stock	0 08	0 08½
Seeded, fancy, 1 lb. packets	....	0 09½
Seeded, choice, 1 lb. packets	0 08	0 09

SPICES. — Supply has fallen off slightly this week, with no change in prices. Reports from primary markets indicate scarcity of peppers, and prices are likely to advance. Cloves are higher abroad than here, and stocks are small. Gingers are likely to go up slightly with heavier demands. Larger sizes of nutmegs are scarce.

	5 and 10 lb. Tins.	¼ lb. pkgs. doz.	¼ lb. tins. doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 00—0 95	..—1 00
Cream tartar	33—35	.....	.....
Curry powder	..—25	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	.....	0—2 75
Nutmegs	25—30	80—0 00	1 00—2 50
Peppers, black	19—22	67—0 75	80—0 90
Peppers, white	27—29	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 85	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Cardamon seed, per lb., in bulk	1 80	2 25
Carraway, per lb.	....	0 10
Cinnamon, Ceylon, per lb.	....	0 50
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 60	0 70
Shredded cocoanut, in pails	0 18	0 20

RICE AND TAPIOCA.—There is no change to record this week except a drop of ½ cent in brown sago.

Rangoon, per lb.	0 03¾	0 04
Rangoon, fancy, per lb.	....	0 05½
Patna, per lb.	0 05½	0 06½
Japan, per lb.	0 06½	0 08
Java, per lb.	0 06½	0 07
Carolina, per lb.	0 08	0 10
Sago—		
Brown, per lb.	0 04½	0 05
White, per lb.	....	0 05½
Tapioca—		
Bullet, double goat	....	0 03¼
Medium pearl	....	0 05
Seed pearl	....	0 05½
Flake	....	0 03¼

NUTS.—Market is still unchanged awaiting new arrivals.

		Per lb.
In shell—		
Almonds, Formigetta	0 15	0 16
Almonds, Tarragona	....	0 17
Brazils	0 20	0 22
Filberts, Sicily	....	0 12½
Filberts, Barcelona	....	0 09½
Peanuts, green, per lb.	0 10½	0 11
Peanuts, roasted	0 12½	0 14
Pecans	0 18	0 20
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Grenoble	0 16	0 16½
Walnuts, Marbots	0 15	0 15½
Walnuts, Cornes	0 13	0 14
Shelled—		
Almonds	0 40	0 41
Filberts	....	0 27
Peanuts	0 09	0 10
Pecans	....	0 75
Walnuts	0 32	0 35

COFFEE.—Most notable advance in prices during week equivalent to 5/8c to ¾c on Santos and mild coffees. Scarcity of Mexicans in New York was reflected in price of mild coffees generally, but notably in increased demand for Bogotas of high grades, and price has advanced quite sharply. One prominent New York importer has contracted for practically whole output of Midellino coffee on private terms, but said to be considerable advance over prices ruling in early part of this month.

Coffee, Roasted—		
Bogotas	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 35
Maricaibo	0 25	0 26
Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 18	0 20
Santos	0 22	0 23
Chicory, per lb.	0 10	0 12

TEA.—Supplies from primary markets continue to show decreases. China's export will not be above 50 per cent. of last season's; there is falling off of 4,000,000 lbs. in Japan tea settlements, and practically no Foochow teas to come forward. Indias continue to be scarce, and all Ceylon teas are bringing higher prices. Prices remain firm for all kinds.

BEANS.—As reported last week, Ontario bean crop is proving of splendid quality, and one importer expressed opinion that price will freely equal that of imported, instead of being lower, as this year. Although partly threshed, new crop is not yet on market. Prices continue firm, with Canadian extra H.P. very scarce.

Beans—	Per bushel.
Austrian H. P.	2 40
Canadian, prime	1 99
Canadian, extra H. P.	2 25
Yellow eyes	3 25
Brown	2 75
Peas, Canadian, per bushel	2 60
Green, imported, bush.	2 60

BARLEY.—Prices show no change this week.

Barley—		
Pot, per bbl.	....	6 75
Pot, per bag	....	3 00
Pearl, Scotch, per bag of 112 lbs.	....	3 75

CANNED GOODS.

MONTREAL, Sept. 24.—Canadian sardines advanced this week 25 cents to $3.50. This follows on several advances which have taken place during the past few months.

Conflicting reports are being received with regard to prices on salmon. Some are to the effect that a few packers have already advanced their prices 15 to 25 cents per case on cheaper grades and that if demand keeps up a general advance may be expected about December. Other advices however are that packers are practically peddling their stuff to get rid of it; and that jobbers are anxious to get rid of what they now have contracted for before they load up any further. The former is probably more likely.

Prices on corn and tomatoes are still the subject of much discussion. The longer fine weather keeps up, the better packers will be able to meet demands and figure on lower prices. Throughout Eastern Ontario however and the provinces report has it that much damage has been done by frost, and were prices to depend on that district they would have to be high. Jobbers figure on prices opening above the dollar mark at least.

Toronto, Sept. 25.—Reports from wholesale houses indicate heavy demand for salmon following big reduction in prices. There is one factor that is causing some anxiety: on coast one brand at least of high grade salmon has advanced 25 cents a case, according to a local wholesale grocer. This is due, it is said, to remarkable demand of English market as result of low prices.

Last few days reports as to frost damage to tomatoes and corn not so great. Some weeks likely before prices are announced.

MANITOBA MARKETS.

Winnipeg, Sept. 23.—Receipts of grain now run to about 1,500 cars a day, and the crop is grading remarkably high, and the weather has generally been most favorable to threshing and delivery. This early movement of the crop is very pleasing to the business world, and commercial travellers report an optimistic tone prevails among Western merchants.

Last week was a somewhat dull one in the grocery trade. Buyers are expecting some revisions of prices, especially in Eastern canned goods, which are expected to be cheaper, as the pack is known to be large and of good quality.

Evaporated apples are firm, and this applies to California fruits, while Mediterranean raisins are likely to be cheap. Smyrna figs are a short crop.

There is no great improvement in collections as yet, but it is a little soon for crop money to be finding its way to the wholesaler.

SUGARS.—Prices are steady and demand good, with stocks ample for requirements. There is a plentiful supply of preserving fruits, which keeps up demand for sugar.

Sugar—	Per 100 lbs. in bbls.
Extra standard granulated	5 10
Extra ground or icing	5 65
Powdered	5 45
Lumps, hard	5 95
Montreal yellow	4 65
B. C. yellow	4 65

Prices on sugar in bags, 5c per 100 lbs. less.

SYRUPS.—There is nothing new in the syrup situation, which hinges on corn prices, which are high, and expect-

ed to go higher. A better demand is looked for when butter becomes scarcer and dearer.

Corn Syrups—		
Barrels, per 100 lbs.	....	4 25
Cases, 20-1b. tins, ¾ doz. in case....	....	2 77
Cases, 10-lb. tins, ½ doz. in case....	....	2 66
Cases, 5-lb. tins, ½ doz. in case.....	....	2 86
Cases, 2-lb. tins, 2 doz. in case.....	....	2 48
Molasses—	Per gal.	
Barbadoes	0 45	0 50
New Orleans	0 33	0 35
Maple Syrups—	Per case.	
Quarts	....	6 20
Half gallons	....	5 85

DRIED FRUITS.—The Smyrna crop of dried figs is reported as much below average in yield, and prices may advance when the new crop comes on market. Currants are steady. Prunes firm. Valencia raisins weak.

Apricots—	Per lb.	
Choice	....	0 16½
Standard	....	0 16
Slab	....	0 11½
Currants—		
Dry clean	....	0 07½
Washed	....	0 07¾
1 lb. package	....	0 08¾
2 lb. package	....	0 17¾
Figs, Cooking—		
Choice, boxes	....	0 06¼
Half boxes	....	0 06½
Half bags	....	0 05¼
Nectarines	....	0 11½
Prunes, in 25-lb. boxes—		
90 to 100	....	0 06¼
80 to 90	....	0 06¾
70 to 80	....	0 07½
60 to 70	....	0 08½
50 to 60	....	0 10
40 to 50	....	0 12
Raisins, Valencias—	Per box.	
Fine, f.o.s., 28s, s.p.	....	2 75
Fine, selected, 28s, s.p.	....	2 70
4-crown layers, 22s, s.p.	....	2 65
4-crown layers, 17s, s.p.	....	1 35
4-crown layers, 17s, s.p.	....	0 75
Ne plus ultra, 82s, s.p.	....	2 20
Raisins, Sultanas—		
Californias	....	0 09¾
Smyrnas	....	0 14

TEAS AND COFFEES.—There is nothing new to report as regards the situation in these lines.

Coffee—	Per lb.	
Rio, No. 5, green	....	0 12½
Rio, roasted	....	0 17¾
Santos, green	....	0 16
Santos, roasted	....	0 21
Chicory, per lb.	....	0 11¾
Teas—		
China, blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 49
Japans, choice	0 35	0 45

NUTS.—The end of the summer, closing down of summer resorts, etc., will bring down the consumption of nuts to the normal. There are no changes in price.

In shell—	Per lb.	
Almonds, Tarragona	....	0 16¾
Brazils	0 18	0 19
Filberts, Sicily	....	0 11½
Peanuts, Jumbos, roasted	....	0 13
Peanuts, choice, roasted	....	0 11
Pecans	....	0 22
Walnuts, Grenoble	....	0 16
Walnuts, Marbot	....	0 13½
Shelled—		
Almonds	....	0 38
Walnuts	....	0 31

BEANS.—There is no very definite news as to whether there will be any ease up of prices when the new Ontario crop comes on the market. The quality is said to be excellent and yield good.

Beans—		
Hand picked	....	2 35
3 lb. picker	....	1 95
Peas—		
Split peas, sack, 98 lbs.	....	3 85
Whole peas, bushel	2 75	2 85
Barley—		
Pot, per sack 98 lbs.	....	4 75
Pearl, per sack 98 lbs.	....	3 65

GREEN FRUITS AND VEGETABLES.—Potatoes are up 5 cents per bushel, but from the heavy Manitoba crop this will hardly hold unless there is a heavy export demand, which is expected in some quarters. Preserving fruit is very plentiful and in demand. Prices all round are easier on fruits and vegetables.

	Per bushel.	
Cranberries, Cape Cod, bbl.	....	10 00
Potatoes, loads	....	0 40
Potatoes, car lots	....	0 35
Tokay grapes, case	....	3 25
Ontario grapes, basket	....	0 35
Cocoanuts, dozen	....	1 25
Iowa apples, bbl.	....	5 00
Washington plums, crate	....	1 25
Washington peaches, crate	....	1 00
Washington pears, crate	3 25	3 50
Bananas, per bunch	2 50	3 50
Californian lemons, crate	....	10 00
Messina lemons	....	7 50
Valencia oranges	6 50	7 00
Watermelons, dozen	....	6 50
Evaporated cranberries	....	3 50
California plums, crate	2 00	2 50
California peaches, crate	1 35	1 50
Imported honey, box	....	5 50
California Bartlett pears	....	1 00
California cantaloupes	....	6 00
Ontario tomatoes, basket	....	0 75
Ontario pears, basket	....	0 75
B. C. crab apples, basket	....	2 25

PRODUCE AND PROVISIONS.—Creamery butter is quoted at an advance of 1 cent per lb, yet stocks are said to be heavy. Dairy butter, eggs and cheese are steady. Cured meats are unchanged, but dressed pork is 1 cent up.

Cured Meats—		
Hams per ,b.	0 19	0 21½
Shoulders, per lb.	....	0 15
Bacon, per lb.	0 20½	0 22½
Long clear, D.S., per lb.	....	0 14½
Mess pork, bbl.	....	28 00
Lard—		
Tierces, per lb.	....	0 13
50 lb. tubs	....	6 60
20 lb. pails	....	2 70
3 lb. tins, cases	....	8 40
5 lb. tins, cases	....	8 32
Butter—		
Creamery, per lb.	0 28	0 30
Dairy, per lb.	0 17	0 23
Cheese—		
Ontario, large, per lb.	....	0 15¾
Ontario, twins, per lb.	....	0 16
Eggs, dozen	0 22	0 25

NEW BRUNSWICK MARKETS.

By Wire.

St. John, Sept. 24.—Markets generally are same with little change in quotations. Business is steady with collections fair and fall prospects are bright. Dealers look for lower flour soon but are not expecting a sugar change for a while. Provision market is firm and oatmeal will probably go higher. Spectacular advance in middlings is due to high price of corn. Cheese is firmer and evaporated apples will go higher through scarcity of crop. Prospects as to apple crop are discouraging. Tomatoes are also disappointing. Dairy products are mostly unchanged. Compound lard 11¼ to 11½; pure 15¼ to 15½; salt, coarse, bags 75 to 80; factory filled 1.05 to $1.10.

Bacon, roll	0 16	0 16½
Bacon, breakfast	0 20	0 22
Beans, Canadian white	2 35	2 40
Beans, Austrian	2 50	2 55
Beans, yellow eye, bushel	3 75	3 80
Butter, dairy, per lb.	....	0 25
Butter, creamery, per lb.	0 28	0 28
Buckwheat, W., grey, bag	2 75	2 85
Cheese, new, lb.	0 14¾	0 15
Currants, 1's, lb.	0 07¾	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	0 87½	0 90
Corn, doz.	0 97½	1 00
Peas, No. 4	0 85	0 90
Peas, No. 3	0 87½	0 90
Peas, No. 2	0 90	0 95
Peas, No. 1	1 30	1 35
Peaches, 2's, doz	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	1 97½	2 00
Strawberries	1 97½	2 00
Tomatoes	1 65	1 70
Cornmeal, gran.	....	5 50
Cornmeal, bags	....	1 85
Cornmeal, bbls.	....	3 85
Eggs, in case, 25c; hennery	0 32	0 34
Flour, Manitoba	....	6 45
Flour, Ontario	....	5 60
Lard, compound, lb.	0 11¼	0 11½
Lard, pure, lb.	0 15¼	0 15½
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 38	0 39
Oatmeal, rolled	....	5 40
Oatmeal, std.	....	5 95
Pork, domestic mess	....	29 00
Backs, American clear, bbl.	25 00	27 50
Potatoes, barrel, new	....	1 50
Raisins, California, seeded	0 08¾	0 09
Rice, per cwt.	3 60	3 70
Salmon, Case—		
Pinks, 4 doz. case	4 25	4 75
Cohoes, 4 doz. case	7 40	7 60
Red spring, 4 doz. case	8 25	9 25
Salt, coarse, per bag	0 75	0 80
Factory filled	1 05	1 10
Sugar—		
Standard granulated	....	4 70
United Empire	....	4 80
Bright yellow	....	4 40
No. 1 yellow	....	4 20
Paris lumps	....	5 60

NOVA SCOTIA MARKETS.

Halifax, Sept. 24.—There is a good demand for Valencia onions owing to fact that Canadian onions will be late in arriving. Quality of Valencias is fine this season and sales are being made at 2½ and 2¾ cents per pound. An advance of two cents per pound has been expected in California prunes upon opening price for season's crop.

Butter market is firm and prices have tendency upwards. Receipts of fresh laid eggs are light and choice stock is selling at 32 cents. Fruit markets are active and several ship loads of apples have already been sent to England. No. 1 Gravensteins are $4.50 to $5.00 and No. 2's $3.00 to $3.50. Flour is firmer and sugar in good demand, but whether flour will remain so is a question.

Apples—		
Gravensteins, No. 1, bbl.	4 50	5 00
Gravensteins, No. 2, bbl.	3 00	3 50
Eggs, new laid, per dozen	....	0 32

SASKATCHEWAN MARKETS.

By Wire.

Regina, September 24.—Markets are somewhat stationary this week. There is a one cent raise in butter, while tomatoes declined to $2.95. Other late canned goods expected to drop with approach of the new crop prices. Cheese is up half a cent and lard is still declining. Rolled oats are on the incline on account of excellent reports from Saskatchewan crops and a large quantity of wheat is being marketed.

Bacon, breakfast, per lb.	0 23½	0 23
Beans, Ontario, per bush.	2 00	2 20
Beans, Hungarian, per bush.	....	2 65
Butter, creamery, per lb.	....	0 31
Cheese, per lb.	0 16½	0 16½
Canned Goods—		
Corn, standard, per 2 dozen.	2 05	2 15
Peas, standard, per 2 dozen.	2 00	2 04
Tomatoes, standard, per 2 dozen.	2 95	3 25
Cornmeal, 24s	....	0 67½
29s	1 20	1 25
98s	....	2 44
10-10s	2 55	2 75
Eggs	....	0 28
Flour, 98s	....	2 90
Flour, 49s	....	2 95
Flour, 24s	....	3 00
Lard, 3s	8 03	8 25
Lard, 5s	7 93	8 15
Lard, 10s	7 82	8 05
Lard, 20s (each)	2 65	2 75
Potatoes, per bush.	....	0 50
Rolled oats, 20s	0 47½	0 56
Rolled oats, 40s	0 99	1 08
Rolled oats, 80s	1 92	2 10
Rolled oats, 10-8s	2 36	2 55
Raisins, seeded, per lb.	0 06½	0 08½
Rice, per cwt.	4 35	4 40
Sugar, standard, gran., per cwt.	....	5 37
Sugar, yellow, cwt.	....	4 97
Starch, std., per case	....	2 80

Trial shipments of lemons and oranges have arrived in Victoria, B.C., from Australia. Reports are that the fruit arrived in good condition.

Decline in Rolled Oats and Rolled Wheat

Former Goes Down 25 Cents a Barrel And Latter 10 Cents—Manitoba Flour Remains Firm, But Ontario is Easier—Wheat Market Somewhat Lower.

These are waiting days in the flour market, for as one miller remarked, he would be a millionaire whose knowledge ran ten days ahead. Government estimates of Western wheat placed it at 188,000,000 bushels, but most of the millers hold to over 200,000,000. But exact figures are of small account compared with actual results of inspection, for to date slightly over 87 per cent. has been of contract grade. In spite of unusual shipments and milling, prices of flour remain unchanged, although wheat is considerably easier compared with a week ago. This is due partly to American market, as exporters are buying all along the line, and Liverpool cables are firm.

MONTREAL.

FLOUR.—Firmness still rules on flour markets, but owing to wheat dropping off somewhat is inclined to ease off slightly. Grinding of new wheat has been going on for some time in the West, and as new wheat is now arriving in Montreal, should begin here shortly also.

Reports from the West as to wheat still continue unusually favorable. Of receipts to date, it is claimed that about 90 per cent. grades No. 1 Northern. Deliveries have been heavy. From all sides wheat has been pouring in in a way never heard of before, and the fact that farmers are forcing their goods on the market is given as reason for decline in wheat. This year Liverpool is following Canadian markets instead of leading as usual.

	Car lots, in bags, per bbl.	
Manitoba Wheat Flour—		
First patents	5 60	5 75
Second patents	5 10	5 45
Strong bakers'	4 90	5 25
Flour in cotton sacks, 10 cents per barrel more.		
Winter Wheat Flour—		
Fancy patents	5 00	5 20
90 per cent.	....	5 10
Straight roller	....	4 90
Blended flour	5 00	5 40

CEREALS.—A decline of 25 cents per barrel, or 12½ cents per sack, was registered last Saturday morning in rolled oats and oatmeal. Millers locally disagree as to the exact cause of the decline, but are inclined to favor its being due largely to manipulation, and not to market conditions.

Oats, however, have been falling off slightly, but as quality is somewhat below average, both in Ontario and the West, it is thought that no great decline in rolled oats can continue to hold throughout.

Cornmeal still rules firm at high levels, following firmness in corn.

Cornmeal—	Per 98-lb. sack	
Kiln dried	....	2 60
Softer grades	....	2 50
Rolled Oats	90s, in jute.	
Small lots	....	2 22½
25 bags or more	....	2 12½
Rolled oats in cotton sacks, 5 cents more.		
Oatmeal—Fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.		
Rolled wheat—	100-lb. bbls.	
Small lots	....	2 85
Hominy, per 98 lb. sack	....	2 75

MILL FEEDS.—Firmness still continues in mill feeds, and, though wheat is dropping off slightly, millers state that in face of scarcity of feeds and high prices offered from across the line there is not likely to be any decline for some time yet. Some dealers even claim that an advance would be more probable.

Mill Feeds—	Car lots, per ton	
Bran	....	22 00
Shorts	....	24 00
Middlings	....	26 00
Wheat moulee	....	28 00
Feed flour	....	34 00

TORONTO.

FLOUR.—Manitoba flour remains unchanged, but Ontario is slightly lower, about 5 cents a barrel. Demand is very poor for both owing to uncertainty of prices continuing week at a time. Ontario farmers, too, are holding off.

	Small lots,	in bags, per bbl.,
Manitoba Wheat Flour—		
First patent	....	5 50
Second patent	....	5 00
Strong bakers'	....	4 80
Flour in cotton sacks, 10c per bbl. more.		
Winter Wheat Flour—		
Fancy patents	5 00	5 20
90 per cent.	4 40	4 80
Straight roller	4 60	4 80
Blended flour	5 05	5 35

CEREALS.—Why rolled oats and oatmeal went up a short time ago seems about as easy to explain as why they went down this week. When other explanations fail, "speculative reasons" are usually assigned. The Western crop, of course, is proving of excellent quality, which has helped some in the downfall. Rolled wheat, which has been unchanged for many weeks past, has felt effect of easier prices of new crop and dropped 10 cents a barrel, as indicated below. Cornmeal remains unchanged, but has easier tendency in face of latest reports indicating unexpected increase in world's supply, contrary to anticipations.

Cornmeal, per 98 lb. bag—		
Kiln dried, 25 bag lots	2 20	2 30
Softer grades, 25 bag lots	1 90	1 95
Rolled oats, per 90 lb. sack, in jute—		
Small lots	2 22½	2 25
25 bags to car lots	2 12½	2 17½
Rolled oats in cotton sacks, 5 cents more.		
Oatmeal, standard and granulated, 10 per cent. over rolled oats in 90 S, in jute.		
Rolled Wheat—		
50 lb. boxes	....	1 45
100 lb. barrels, small lots	....	2 80
100 lb. barrels, 5 bbl. to car lots	....	2 70

MILL FEEDS.—Demand both for home consumption and export continues steady, and prices remain firm and unchanged.

Mill Feeds—	Car lots, per ton.	
Bran	....	22 00
Shorts	....	24 00
Middlings	....	26 00
Wheat moulee	....	28 00
Feed flour, per bag	....	1 70

WINNIPEG.

FLOUR AND CEREALS.—There is a little better export enquiry for flour, while the domestic trade is considered good. With wheat prices on decline it is probable that there will be a downward revision of flour prices in near future.

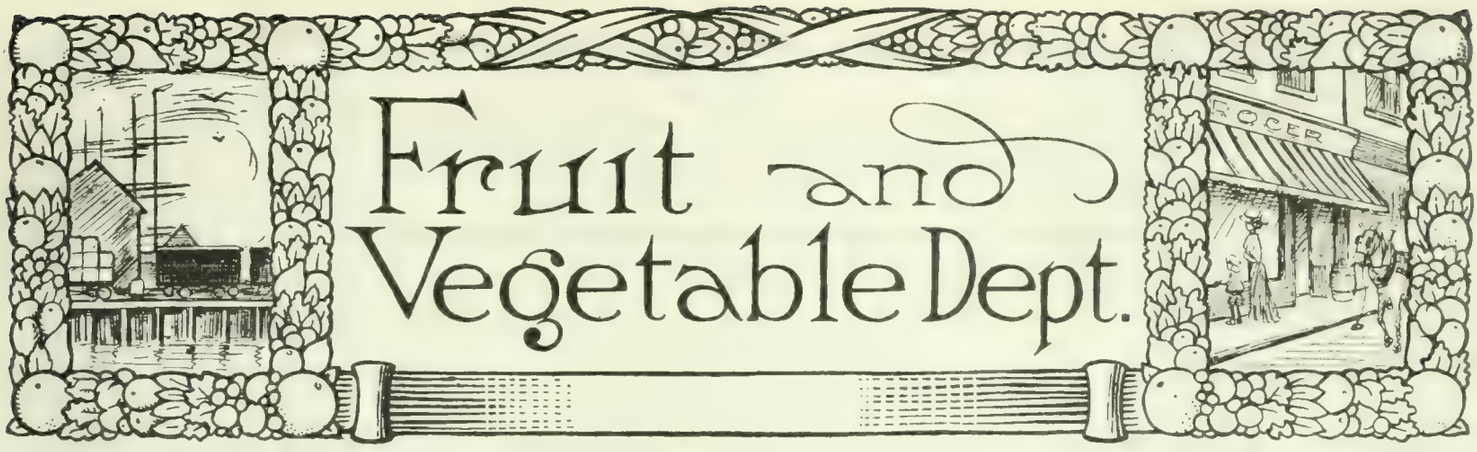
Best Patents, bbl.	....	5 60
Seconds	....	5 10
First Clears	....	4 20
Low grade	2 90	3 10
Jute bags 10 cents less.		
Cornmeal, 98 lbs.	....	1 95
Rolled Oats, 80 lbs.	....	1 65
Wheat granules, bale, 16.60	....	3 25
Granulated Oatmeal, 98 lbs.	....	2 15

A FRIENDLY TALK.

Yerxa's, grocers in Fredericton, N.B., introduced a recent advertisement in the following way:—

"WE WANT TO GUIDE YOU with a friendly hand when you select your groceries. Remember the best is none too good for your family. In this day of close buying the best is just as reasonable as the indifferent in quality. Looking over our stock demonstrates that to any one. All staple groceries and specialties always carried in stock. You can never be disappointed in us. We are the house that will meet you half way."

This is good, sound convincing talk which ought to secure the attention of many readers. A cut appeared alongside the introduction showing a grocer with a hand extended explaining to a customer the features of a particular line.



Toronto Market Glutted; Peaches at 35c.

Recovered Slightly on Tuesday—Plums Nearly Done—Grapes Scarce But on Poor Demand Drop to 20 Cents—Farmers' Supplies Keep Tomatoes Down.

MONTREAL.

GREEN FRUITS.—Ontario basket fruits still continue to form the main feature on the fruit market. Consignments have been fairly heavy but at no time has the market been glutted. Thus high and steady prices have ruled throughout.

Plums are now nearing a close and another week should see stocks practically absent from market.

Owing to fairly heavy receipts, prices on grapes have dropped somewhat, but still continue over the 20 cent mark.

Blueberries are practically done. Some small consignments of New Brunswicks were received Monday and sold at 19c per qt., but these were probably the last for the season.

Cape Cod cranberries show fine quality and, following favorable crop reports are being sold at a comparatively low figure for first of season. New Brunswick reports a good average crop and with a larger number of people going in for growing than ever.

Apples, Canadian, per bbl.—		
St. Lawrence, Wealthies and Alexanders, No. 1	5 50	6 50
Calverts, Jennettings and other Falls, No. 1	4 50	5 50
No. 2s, all grades, 75c less than No. 1s.		
Bananas, crate	**2 00**	**2 75**
Blueberries, N.B., per qt.	....	0 19
Cantaloupes, 11-qt. bkt.	....	0 60
Cantaloupes, Canadian, crate, 7 9	....	1 00
Cranberries, Cape Cod, bbl.	8 00	9 00
Grapes, Tokay, 25-lb. box	2 75	3 00
Grapes, Moore's early, 6 qt.	....	0 22
Grapes, Niagara, 6-qt. bkt	....	0 22
Grapes, Red Rogers, 6 qt. bkt	....	0 27
Grapes, Delaware, crate of 8 bkts.	....	2 00
Grapefruit, Jamaica, 54s, per case	....	7 50
Lemons, Verdelli, case	....	4 00
Limes, Florida, box of 100	....	**1 25**
Oranges—		
Jamaicas, 126s to 250s	....	**3 00**
Late Valencias	....	5 50
Pears, Gifford, Canadian, 11-qt. bkt.	....	0 50
Pears, Gifford, Canadian, 8-qt. bkt.	....	0 30
Pears, Gifford, Can., per bbl.	....	5 00
Pears, Oregon, box	....	3 25
Pears, Bartlett, Can., per bbl.	....	6 00
Pears, winter, per bbl.	....	4 50
Peaches, Freestone, 11-qt. bkt., No. 1.	....	0 60
No. 2	....	0 50
Peaches, Freestone, 6-qt. bkt. No. 1.	....	0 30
No. 2	....	0 25
Peaches, Crawfords and Elberta, California, box	....	1 25
Plums—		
Blue, Canadian, 11 qt. bkt.	....	0 45
Red, Canadian, 6 qt., 25c; 11 qt.	....	0 40
Yellow, Canadian, 11 qt. bkt.	....	0 40
Green gages, Canadian, 11 qt. bkt.	0 50	0 60

VEGETABLES.—Expected changes in tariff still continue to keep up price on potatoes. New Brunswick reports a good crop, and with a market opening up to the South, and freight rates favorable to compete with Montreal and Western markets, dealers are early figuring on disposing of their stocks in this way.

Egyptian onions are practically off. Canadian reds are now occupying foremost place.

Cabbage, per doz	....	0 35
Celery, per doz. heads	....	1 00
Corn, per doz. ears	....	0 25
Cucumbers, per doz.	....	0 25
Egg plant, basket of 12	....	0 60
Garlic, per lb.	....	0 10
Onions—		
Spanish, per case	2 50	3 00
Red Danvers, 75-lb. bag	...	2 00
Peppers, green, 11-qt. bkt.	....	0 50
Potatoes—		
Green Mountains and Quebecs, per lb	....	0 01
Potatoes, sweet, per bbl.	....	**4 50**
Potatoes, sweet, Jersey, hpr.	1 50	1 75
Turnips, Quebec, bag	....	1 25
Tomatoes, Canadian, outdoor, 11-qt. bkt.	....	0 35
Tomatoes, Canadian, box 33 lbs.	0 40	1 25

TORONTO.

GREEN FRUITS.—"The worst is over," so far as peaches are concerned. Friday last saw local market glutted and some commission men refused any more shipments with result that carloads were sacrificed at Hamilton at prices that netted growers practically nothing. Most sold in Toronto at 35 and 40 cents for finest 11-qt. basket, while poor quality went as low 15 cents. Some of commission men were up until 2 and 2.30 a.m. Saturday finishing their work. By Tuesday rush had ceased and from now on, although supply will be good for some time yet, market is not likely to recede. Prices on Tuesday ranged around 40 and 50 cents whereas Saturday retailers commonly sold for 50 cents, lowest price this year.

Plums are nearing an end, Lombards being rarely seen. Greengages sell around 40, and blue from 30 to 40. Grapes are very scarce yet and public demand will be weak until peaches have disappeared. Blue and green alike sold around 20 cents for 6 quarts and 11-quart baskets could hardly be disposed of. Wealthy and Alexander apples have begun to arrive in bags and barrels. Crab apples are still scarce and sell as high as 60 cents a basket.

Apples—		
Wealthy, basket	0 40	0 50
Wealthy and Alexander, bbl.	2 50	2 75
Crab	0 35	0 60
Culverts, bbl.	2 00	2 25
Bananas, per bunch	**1 25**	**1 60**
Cranberries, bbl.	....	8 00
Cranberries, box	....	3 00
Grapes, Malagas, case	....	**2 25**
Grapes, Canadian, basket	0 17	0 25
Grapes, Tokay, case	....	2 50
Cantaloupes—		
Salmon, crate	....	0 60
Salmon, basket	....	0 40
Green centres, crate	....	0 40
Green centres, basket	....	0 30
Oranges, California, Valencias	....	6 50
Limes, per box of 100	....	**1 50**
Lemons, Verdelli	4 50	5 00
Peaches, Canadian, large bkt.	0 40	0 50
Peaches, Canadian, small basket	0 20	0 25
Pears, California, Bartlett	....	3 00
Pears, Canadian, Bartlett	0 40	0 50
Plums, California	1 50	2 00
Plums—		
Canadian, green gages	....	0 40
Canadian, blue	0 30	0 40
Canadian, yellow egg	....	0 45

VEGETABLES—Later shipments of Eastern potatoes have proved better than first lots and dry rot seems absent. The early weakness, however, added to impending U. S. tariff changes have kept prices up to the same level as last week.

Tomatoes remain low and so far as quantity on fruit market is concerned are an anomaly. Great rush is over but price is down. Reason, however, is that retailers are buying bulk of supplies from market gardeners and farmers generally who are delivering them as low as 15 and 20 cents a 11-quart basket. Ruling figures on market, however, are up to 35 cents. Same condition prevails all over Western Ontario and tomatoes are selling retail in London and other cities at 25 cents. Green tomatoes in large baskets are now on sale, at about 25 cents. Corn is getting scarce and is higher, and most lots went at 15 cents.

Beets, Canadian, per bkt.	....	0 30
Carrots, Canadian, bkt.	....	0 35
Celery, domestic, doz.	0 35	0 40
Corn, dozen	0 13	0 15
Cucumbers, Canadian, basket	0 25	0 35
Egg plant, basket of 12	0 25	0 30
Gherkins, 6 qt. basket	0 75	1 25
Mushrooms, per lb.	....	0 75
Onions—		
Spanish, crate	**2 75**	**3 00**
Silver skin, pickling, bkt.	1 00	1 50
Large cooking, bag	....	1 25
Parsley, bkt.	....	0 75
Green peppers	0 40	0 50
Potatoes, Ontario, per bag	0 90	1 10
Sweet potatoes, bbl.	....	4 25
Sweet potatoes, hamper	....	1 75
Squash, dozen	....	**1 25**
Tomatoes, Canadian, basket	0 20	0 35
Tomatoes, green, basket	....	0 25
Vegetable marrow	0 15	0 25
Water cress, domestic, 11-qt. basket	....	0 60

Gherkins were not plentiful and ranged for small basket from 75c to $1.25, and, large, from $1.50 to $1.75.

Produce & Provisions

Sharp Decline in Hogs; Eggs Advance 2c.

Pork Market Seems on a Toboggan at Last—Eggs Up From 1 to 3 Cents in Every Line in Toronto—Creamery Butter Advances 1 Cent in Montreal — Cheese Slightly Easier.

After wavering on the edge for weeks it looks as if hogs had tumbled at last. For weeks, prices stood around $9.65—$9.75; then for a couple of weeks $9.40 to $9.65, but on Tuesday of this week down went the market to $9.15, and buyers declare that it will not rise again for some time. Supply is still slight.

"However," a packer remarked to Canadian Grocer, "the drop is a seasonable one, with cooler weather causing lower consumption of cured meats and fish sales increasing." Present price is lowest since middle of July and probably will be reflected shortly in drop in hog products.

Fall "firmness" in eggs as it is called to lighten the blow to retailer and consumer, has started in earnest, and with increased cost the grocer's percentage is decreasing as his average profit per dozen remains about the same. Eggs in many stores are selling as high as 40 cents a dozen. Butter while higher in Montreal remains same as last week in Toronto.

On Toronto Produce Exchange only eggs offered were storage, and one cent higher was asked than one week ago.

Offerings were as follows:—

BUTTER.—Dairy none; creamery, 25 solids, finest, 25½; no offer; 50 box solids, finest pasturised, 25½; bid 25; 25 box prints, finest, 25¼; sold; 25 box prints, finest, 25¼; no offer.

EGGS.—400 cases storage, April, May, ins. sto. pd. Jan. cases ret., 27; bid 26; 400 ditto above free cases, 27½; no offer.

CHEESE.—150 large pfr., 13¾; bid, 13⅜; 150 twins pfd., 13⅞; bid 13½; 100 large pfd., 13⅝; bid 13⅝; 25 triplets, 14⅛; sold; 25 old Sept. large, 13¾; no offer; 25 old Sept. twins, 13⅞; no offer.

HONEY.—10 bbls. clover No. 1, 10; no offer; 20-60 clover No. 1, 10½; bid 10⅜; 20-30 last year, 10⅜; bid 9¼.

MONTREAL.

PROVISIONS. — Rather an easier feeling has been noted in price of some meats during past week. Light hams, cooked meats, and barrelled pork have shown a slight drop in price, but other lines continue steady. Decline in barrelled pork is said to be due directly to an easier tone on the American market.

In compound lard the feeling is still one of easiness owing to a declining cotton seed oil market. Pure lard, however, is still being firmly held owing to shortage in supplies of the packers.

Hams—		**Per lb.**
Light, under 12 lbs.	0 20	0 20½
Medium, 12 to 20 lbs.	0 19½	0 20
Large, 20 to 40 lbs.	0 19	0 19½
Backs—		
Plain, bone in	....	0 23½
Boneless	....	0 26
Peameal	....	0 26
Bacon—		
Breakfast	0 21	0 23
Roll	....	0 17
Shoulders, bone in	....	0 16
Shoulders, boneless	....	0 16½
Cooked Meats—		
Hams, boiled	0 30	0 30½
Hams, roasted	....	0 31
Shoulders, boiled	....	0 27
Shoulders, roasted	....	0 28
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 80-100 lbs.	....	0 14½
Flanks, bone in, not smoked	....	0 15½
Barrelled Pork—		**Per bbl.**
Heavy short cut mess	....	30 00
Heavy short cut clear	....	30 00
Clear fat pork	....	28 00
Clear pork	....	26 50
Lard, Pure—		**Per lb.**
Tierces, 375 lbs. net	....	0 14½
Tubs, 50 lbs. net	....	0 14½
Boxes, 50 lbs. net	....	0 14½
Pails, wood, 20 lbs. net	....	0 14¾
Pails, tin, 20 lbs. gross	....	0 14½
Cases, 10-lb. tins, 60 in case	....	0 15
Cases, 3 and 5-lb. tins, 60 in case	....	0 15¼
Bricks, 1 lb. each	....	0 15¾
Lard, Compound—		
Tierces, 375 lbs. net	....	0 10½
Tubs, 50 lbs. net	....	0 10¾
Boxes, 50 lbs. net	....	0 10½
Pails, wood, 20 lbs. net	....	0 11
Pails, tin, 20 lbs. gross	....	0 10½
Cases, 10-lb. tins, 60 in case	....	0 11¼
Cases, 3 and 5-lb. tins, 60 in case	....	0 11½
Bricks, 1 lb. each	....	0 12¼
Hogs—		**Per cwt.**
Live, f.o.b.	9 70	9 95
Live, fed and watered	10 00	10 25
Dressed	....	14 50

BUTTER.—An advance of 1 cent. per lb. took place on all creamery butter this week. This is due directly to the continued firm feeling which has been characterizing the situation in the country for at least last two weeks and which was even more pronounced than ever last Saturday. On that date St. Hyacinthe moved up 1¾ cents to 27 cents, and Cowansville up 1¼ cents to 27⅛ and 27¼ cents.

Locally stocks are still on the heavy side but the decidedly better feeling noticed of late in the financial situation has again invited speculation and thus kept a firm feeling ruling throughout. General opinion too is that the change in tariff will tend to higher prices, which fact also has firmed up the market.

Butter—		**Per lb.**
Creamery prints, fresh	....	0 28½
Creamery solids	....	0 28
Dairy, prints or solids	0 23	0 24
Separator, prints or solids	0 23	0 24

EGGS.—Strictly new laid eggs have advanced another 2 cents per dozen owing to falling off in receipts from the country. Though prices on these at present are said to be higher than at corresponding date last year, still it is claimed that on an average prices on eggs are if anything a little lower this year. So far dealers see no reason for prices advancing to a higher level than usual, though prices are now running to a fair figure.

Eggs, case lots—		**Per dozen.**
New laids	....	0 37
Selects	....	0 30
No. 1s	....	0 27
No. 2s	....	0 22
Splits	....	0 21
New laid eggs, in cartons	....	0 38

CHEESE.—Country boards are slightly easier and are expected to ease off towards the end of the month. New Zealand is now becoming such a factor that dealers here have lost control of the winter situation and instead of gambling on the September cheese, are forced to go rather easy.

Small cheeses still hold high and when compared with prices on large cheeses and prices in the country are quite out of proportion. This, however, is said to be due entirely to temporary shortage.

Cheese, White or Colored—	**New.**		**Old.**
Large	0 14		0 15
Strong	....	0 16½—0 17	
Twins	0 14½		0 15
20 lb. new	0 15½		....
Stilton	.. .		0 17

POULTRY.—Frozen stock has practically disappeared from the market. That still to be found is composed chief-

ly of turkeys which sell, No. 1's at 23 to 24 cents.

In fresh stock there is some slight movement, but for most part dulness prevails causing a tendency towards easing off in prices.

Fresh Stock—		
Broilers, spring, live	0 22	0 24
Broilers, spring, 3 lb. pr., dressed	....	1 25
Ducks, spring, dressed	0 24	0 26
Ducks, old, dressed	0 14	0 15
Ducks, old, live	0 12	0 13
Fowl, live	0 15	0 16
Fowl, dressed	0 19	0 20
Turkeys, old Tom, dressed	0 22	0 23

HONEY.—Ordering for the season's supply of honey has now begun in earnest, and already a number of contracts have been booked.

Honey—	White Clover per lb.	Buckwheat per lb.
Barrels	0 12	0 09
Tins, 60 lbs.	0 12¼	0 09½
Tins, 30 lbs.	0 12½	0 09¾
Comb, 13 14 oz, section	0 20	0 15—0 16
Tins, 5 and 10 lbs.	0 13	0 10

TORONTO.

PROVISIONS. — Drop in price of hogs has not affected hams and bacon yet, but with lessened demand may be expected to in few days.

An interesting controversy was started in the press this week on a charge that packers were storing in order to keep prices up, with idea that profits would be reaped if hogs went up after Buffalo market was opened to them by new U.S. tariff. One large packer laughed at story and emphatically denied it, declaring supply was not more than enough for demand.

Hams—		
Light, per lb.	....	0 21½
Medium, per lb.	....	0 21
Large, per lb.	0 19½	0 20
Backs—		
Plain, per lb.	....	0 24
Boneless, per lb.	0 25½	0 26
Pea meal, per lb.	0 24½	0 25½
Bacon—		
Breakfast, per lb.	0 20	0 21
Roll, per lb.	....	0 17
Shoulders, per lb.	0 15	0 15½
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 16½	0 16¾
Long clear bacon, heavy	0 15	0 15¼
Cooked Meats—		
Hams, boiled, per lb.	....	0 30
Hams, riast, per lb.	....	0 30
Shoulders, boiled, per lb.	....	0 22½
Shoulders, roast, per lb.	....	0 23½
Barrelled Pork—		
Heavy mess pork, per bbl	24 00	25 00
Short cut, per bbl.	28 50	29 00
Lard, Pure—		
Tierces, 400 lbs., per lb	0 13¾	0 14
Tubs, 60 lbs., per lb	0 14	0 14¼
Pails, 20 lbs., per lb	....	0 14½
Pails, 3 and 5 lbs., per lb	....	0 15¼
Bricks, 1 lb., per lb.	....	0 15½
Lard, Compound—		
Tierces, 400 lbs., per lb	0 10½	0 11
Tubs, 60 lbs., per lb	0 10¾	0 11¼
Pails, 20 lbs., per lb	0 11	0 11½
Hogs—		
F.O.B., live, per cwt.	....	9 15
Live, fed and watered, per cwt.	9 60	9 85
Dressed, per cwt.	13 50	13 75

BUTTER.—Local market remains unchanged and heavy supplies prevent any upward movement. Produce dealer in referring to rise in prices at Montreal attributed it to shipping of cream and milk across Quebec border. Same movement had begun in Ontario and might increase during next month as result of cool weather. This would tend to slight increase in price of butter, owing to drop in supply.

Butter—		
Creamery prints, fresh	0 26	0 28
Creamery solids	0 24	0 25
Dairy prints, choice	0 22	0 24
Dairy solids	0 20	0 22
Separator prints	0 23	0 26

EGGS. — Advances of from one to three cents were features of market this week as supply grew less, and there has been a suggestion of Christmas and Easter prices. Stories were abroad of producers selling "guaranteed new laid eggs" to retailers at 35 cents. Carton lots sold regularly at 32 and 33 cents; fresh gathered were up 2 cents to 27 and 28, and No. 2's and splits came to be considered quite valuable and brought 22 cents, an increase in most cases of 3 cents. Storage eggs are being brought on the market at 26 and 27 cents.

Eggs, case lots—	Per dozen.	
Selects	....	0 30
Selected, new laid, in cartons	0 32	0 33
Fresh gathered	0 27	0 28
No. 2's	....	0 22
Splits	....	0 22

CHEESE. — Prices on the exchange were ⅛c lower this week, although outside markets as a rule were slightly higher.

Cheese—		
Old, large	0 14¾	0 15
Old, twins	0 15	0 15¼
New, large	0 14¼	0 14½
New, twins	0 14¾	0 15

HONEY. — Bee-keepers are finding that their early figures as decided on by the Association were much too high for the market, and sales are being made daily at reduced rates. In fact there is no record of scheduled prices being realized. "I got caught with a stock on hand from last year owing to too high prices and I determined I would not touch this year's unless things came to a saleable level," observed one honey buyer, who, so far has done little business with new crop. "They tell us crop is light, but all our reports agree that it is better than last year's."

Prices rule as follows:

Clover, bbls., per lb.	....	0 09½
60, 30-lb. tins, per lb.	....	0 10½
10, 5-lb. tins, per lb	....	0 11
Buckwheat	0 07½	0 08
Comb	2 25	3 00

POULTRY. — In about a week the few remnants left of frozen stock will be off the market. At present no dressed fowl can be secured in frozen stock. Supplies are fair this week and dressed spring broilers are down to 18 cents, a drop of 2 cents.

CATALOGUES AND BOOKLETS.

"Fish and How Handled" is the subject of an interesting booklet issued by the North Atlantic Fisheries Limited, of Halifax, N.S. This book, besides showing half-tone cuts of the principal fish marketed in Canada, describes their habits, methods of capture, cleaning, curing, etc. Lists of smoked, salt, boneless, skinless, green, fresh and shell fish are given. The booklet is certainly an educative one from the standpoint of a study on fish.

ASSOCIATION NEWS

The Retail Merchants' Association is carrying on organization work in Barrie, Orillia and Bracebridge. The office of the secretary reports that 125 new members joined last week.

* * *

At the regular monthly meeting of the Retail Grocers' Association of London, Ont., held in the Board of Trade rooms, Thursday evening, September 18th, it was decided, after considerable discussion, to circulate petitions to all retail grocers in the city asking them to close their places of business every Wednesday afternoon during the year, also to close their stores at seven o'clock every night excepting Saturday nights and nights before public holidays. Both petitions will be sent to the City Council asking that body to pass a by-law making them compulsory, the same as the by-law re the closing of barber shops, which was passed by the City Council six months ago, and which, it is claimed, is working satisfactorily.

It was also decided to cut out the annual picnic at Springbank Park this year. This picnic winds up the closing of the Wednesday half holiday for the summer months, and is looked forward to as the event of the season. However, the fun makers on the executive are arranging to have a special car for all grocers who want to go to Dorchester Fair, otherwise known as "Donnybrook Fair," which means another Wednesday afternoon off, as the Fair is Wednesday, October 1st. The grocers have promised to put on two special features, and the directors of the Fair are advertising them. One is the Johnston-Jeffries prize fight. A well-known Canadian league pitcher, who resides in London, and a prominent butcher, are the participants. There will be some horse race in the 5.30 class, and the President of the Association is said to be warming up his nag every morning for the event. The favorite horse is to be ridden by an ex-grocer. Gordon Drake and Adam Palmer were the instigators of this affair. President Ranahan and G. B. Drake were named to look after the transportation.

It was decided to hold a banquet during the winter months and invite the officers of Toronto, Hamilton and Brantford Associations, requesting them to attend.

Some Fish Prices Rise Through Scarcity

Cod Steak, Herring and Halibut Up—Halibut Supply in Future will be Irregular—Rush on for Bulk Oysters.

MONTREAL.

FISH.—Halibut is still scarce due to bad weather and fish leaving by degrees their summer feeding grounds. Latest reports claim that big catch season is practically over and that trips will now be extended to 17 and 20 days. This latter will tend to make supply quite irregular from now on.

Western salmon is arriving in larger quantities this week. A few shipments of Gaspe came in last week which will practically close season for another year.

In preserved and salt fish market has been busy during past week on account of Ember Days, but it has quieted down now, though prices are still well sustained. Codfish in all its shapes and forms, it is claimed. is quite likely to advance before close of navigation.

Smoked fish have not done as well as expected on account of warm weather, but curers and distributers are getting ready for business, and claim that prospects are for a good demand and a profitable season.

OYSTERS—There has been a rush for bulk oysters lately but owing to heavy weather and unpreparedness of shuckers down South, trade received only about half of their requirements. Producers expect to be in better shape this week, and as visible supply, i.e., oysters on the bed, is plentiful, there is no reason why there should not be a large trade carried on up to Christmas.

A few shell oysters from P.E.I. are coming in daily, but most of them are said to be of poor quality. One kind is generally termed in this market "Degenerated Cape Cod Oysters." These oysters have been transported from Cape Cod beds to Canadian bottoms, and so far the change is said to have gone against them. Public beds will be opened Oct. 1.

Fresh Stock—		
Bluefish, per lb.	0 15	0 16
Carp, 100 lb. boxes, per lb.	0 10	0 11
Cod, market, 250 lb. cases, per lb.	....	0 05
Cod, 100 and 150 lb. cases, per lb.	0 10	0 12
Flounders, per lb.	0 06	0 07
Frogs legs, large, per lb.	....	0 50
Frogs legs, small, per lb.	....	0 25
Haddock, per lb.	0 05	0 06
Halibut, per lb.	0 12	0 13
Herring, per 100 fish, large	....	3 00
Mackerel, 1½ lb. fish, each	....	0 15
Perch, dressed, per lb.	0 09	0 10
Pike, dressed, per lb.	0 08	0 09
Salmon, B.C., per lb.	0 13	0 15
Salmon, Gaspe, per lb.	0 18	0 20
Steak cod, per lb.	....	0 07
Smelts, per lb.	....	0 12
Sword fish, per lb.	0 09	0 10
Trout br,ook, per lb.	....	0 25
Trout, lake, per lb.	0 11	0 12
Turtles, small, per lb.	....	0 15
Whitefish, per lb.	0 12	0 13
Shell Fish, Fresh—		
Clams, per barrel	....	7 00
Crab meats, per gal.	....	2 50
Lobsters, live, per lb.	....	0 30
Lobsters, boiled, per lb.	....	0 32
Meats, bulk, standards, gal., $1.50; selects	....	1 80
Meats, solid, standards, gal., $1.80; selects	....	2 00
Oysters, Cape Cod, shell	....	9 00
Oysters, Malpeques, shell	10 00	12 00
Periwinkles, per bushel	....	2 50
Prawns, per gal.	....	2 00
Scallops, per gal.	....	2 75
Shrimps, per gal.	....	2 00
Frozen Stock—		
Haddock, per lb.	0 04	0 05
Herring, per 100 fish	....	1 50
Pike, per lb.	....	0 06
Smelts, fancy, per lb.	0 12	0 13
Smelts, No. 1, per lb.	0 08	0 09
Salmon, fancy, Spring, per lb.	0 14	0 15
Salmon, Gaspe, per lb.	0 15	0 16
Salmon, Qualla, per lb.	0 07½	0 08
Whitefish, per lb.	0 07	0 10
Prepared Stock—		
Boneless fish, 20 lb. pkgs.	0 07	0 08
Cod, pure, cs. of 20 tablets, per lb.	....	0 10½
Cod, pure, 3 lb. box, per lb.	....	0 15
Cod, boneless strip, 30 lb. box, lb.	....	0 10
Cod, boneless strip, 2 lb. blks., in 20 lb. pkgs., lb.	0 07	0 08
Cod, shredded, box of 2 doz.	....	1 80
Cod, skinned, per 100 lb. box	....	6 00
Cod, dried, per 100 lb. bundle	....	6 50
Pollock, dried, per 100 lb. bundle	....	6 00
Salted and Pickled Stock—		
Cod, green, ordinary, per 200 lb. bbl.	8 00	9 00
Cod, green, white napes, per 200 lb. bbl	9 00	10 00
Haddock, No. 1, green, per 200 lbs.	5 00	6 00
Herring, Gaspe, No. 1, ½ bbls., $2.75; bbls.	....	5 00
Herring, N. S. per ½ bbl.	....	3 00
Herring, N. S. per bbl.	....	5 00
Herring, Holland, per keg, 75c; per ½ bbl., $5.00 to $6.00; per bbl.	9 00	10 00
Herring, Labrador, ½ bbl., $3.25, bbl.	....	5 75
Herring, Scotch, keg of 12 lbs. net, $1.25 to $1.35; ½ bbl.	....	7 00
Mackerel, No. 1, 20 lb. kits, $1.75, ½ bbl., $7.00; bbl.	....	14 00
Salmon, Labrador, ½ bbl., $8.00 to $9.00, bbl.	15 00	16 00
Trout, lake, kegs	....	7 00

TORONTO.

FISH—Market showed firmer prices this week, owing to scarcity of various lines. Frozen whitefish was very hard to get and price rose to 10 cents. Fresh steak cod was in same category and sold up 1 to 2 cents, and fresh herring advanced 1 cent. New catch of Holland herring are quoted at 85 cents for milkers, and 80 cents for mixed. Fall run of trout is late in coming on, and this fish and whitefish are scarce. Shipments of halibut are delayed owing to stormy weather and few coming in are bid up at the Coast.

First shipments arrived this week of new cod in following packages: steak, 24 lbs.; quail on toast, 24 lbs. B. C. Salmon continues plentiful.

OYSTERS—Quality continues to improve and flavor said to be best in ten years. Oysters that spawned at later time are now coming in. Demand continues to increase.

Frozen Stock—		
Roe shad, weight 3 lbs., each	1 00	1 25
Whitefish, per lb.	....	0 10
Fresh Caught—		
Haddock, per lb.	0 06½	0 07
Halibut, per lb.	0 11	0 12
Herring, per lb.	....	0 06
Mackerel, weighing 1¼-3 lbs., each	0 15	0 25
Pickerel, yellow, per lb.	....	0 12
Pike, per lb.	0 06	0 08
Salmon, B.C., per lb.	0 15	0 16
Steak, cod, per lb.	....	0 09
Trout, per lb.	....	0 12
Whitefish, per lb.	....	0 12
Smoked—		
Finnan haddie, per lb.	....	0 08
Kippers, new, box of 40	....	1 30
Bloaters, box of 60	....	1 25
Prepared—		
Cod, 1 lb. tablets, case of 20	....	2 00
Salted and Pickled—		
Herring, Holland, new—		
Milkers	....	0 85
Mixed	....	0 80
Herring, Labrador, bbl.	....	6 50
Mackerel, pail	....	2 50
Oysters—		
Bulk, per gallon	1 70	1 75
Shell, per bbl.	8 00	8 50

WINNIPEG.

FISH.—There is nothing new in the fish trade. Oysters are now on the market and in fair demand. Poultry is fairly well supplied from the West, prices depending on quality.

		Per lb.
Fresh Stock—		
Cod, market	....	0 10
Cod, steak	....	0 10
Haddock	....	0 06
Halibut	....	0 11
Pickerel	....	0 09
Salmon	....	0 14
Trout, lake	....	0 12½
Whitefish, Lake Winnipeg	....	0 08½
Smoked Stock—		
Bloaters, per box	....	1 50
Finnan haddie, per lb.	....	0 08
Kippers, per box	....	2 00
Salted and Pickled Stock—		
Herring, Holland, per keg	....	0 72
Herring, Labrador, per ½ bbl.	4 25	4 50
Mackerel, per kit, 20 lbs.	....	2 75
Smoked Stock—		
Codfish	....	0 12
Oysters, gallon	....	1 75

FISH EXPORTS INCREASE.

The exports of fish for the first four months of the present fiscal year show a surprising increase. Canada exported $5,032,000 of domestic fish for the first four months compared with $3,748,000 for the corresponding period of last year. There is a slight falling off, however, in the exports of animals and their produce. For the first four months of the fiscal year $13,083,000 were exported as against $13,620,000 for the same period of 1912.

The business of the "SEALSHIPT" Oyster System's Canadian Branch has been taken over by us. We can fill all orders promptly for "SEALSHIPT" Oysters or equipment.

Proper Care

The proper care of oysters is something not always well understood. It is essential that the receptacle holding your oysters be kept in ice. It is necessary to maintain a low temperature particularly in the early part of the season. The receptacle should be thoroughly scalded and aired before the oysters are put in. If the stock is then kept well iced they are delivered to the dealer with the necessary tang to bring you repeat orders.

There is Federal Legislation prohibiting the use of ice or water in direct contact with the oysters, so that any dealer cheapening his product by the use of water is leaving himself liable to prosecution. This practice, however, is practically a thing of the past as dealers are realizing that they have got to put their stock out in the best possible condition and charge a price to afford their doing so. The retailer in quoting his price to the trade, we believe, will find it advisable to quote pints instead of quoting quarts. The most of your sales are probably in pints and it does not sound as high as the quart price.

There is no food to-day that is more entitled to prominence by the retailer than oysters. In confirmation of this we are pleased to quote Professor Frederick P. Gorham, Associate Professor of Biology at Brown University, and Sanitary Expert of the Rhode Island Shell Fish Commission, as follows:

"There is no reason to-day why we should not give the oyster a prominent place in our dietary, as a cheap, delicious, nutritious, healthful and pure food product.

As an exclusive oyster house we claim to be better equipped to serve you to your satisfaction than the ordinary source of supply. We can furnish either "Coast Sealed" or "Sealshipt" oysters as you prefer. There is nothing better grown than the stock we are shipping, which is all from Northern waters and is the run of shucking from four year old stock.

CONNECTICUT OYSTER CO.

" Canada's Exclusive Oyster House "

50 JARVIS ST. TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ..each	0 04
100 books and over, each.	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancacke Flour per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black Currant	2 00
Red Currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½
Jellies.	
Red currant	2 00
Black Currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55
Marmalade.	
Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes.	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 25
Diamond, ¼'s, 6 and 12-lb. boxes	0 26
Icings for Cake—	
Chocolate, white, pink, lemon orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz.	0 90
Chocolate Confections—per lb.	
Maple buds, 5-lb. boxes	0 37
Milk medallions, 5-lb. bxs.	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 26
Nonpareil wafers, No. 1, 5-lb. boxes	0 31
Nonpareil Wafers, No. 2, 5-lb. boxes	0 26
Chocolate ginger, 5-lb. bxs.	0 31
Milk chocolate wafers, 5-lb. boxes	0 37
Coffee drops, 5-lb. boxes	0 37
Lunch bars, 5-lb. boxes	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box.	1 36
Royal Milk Chocolate. 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 5c bars, 24 bars, per box	0 85
Almond nut bars, 4 bars, per box	0 85

EPPS'S.

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau Montreal; J. W. Gorham & Co., Halifax, N. S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s	0 26
" Vanilla sticks, per grs.	1 00
" Diamond chocolate, ½s.	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 34c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; Cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 21c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b Montreal.

BUSINESS CHANCES

Owing to the continued ill-health, proprietor has been medically advised to sell, lease or rent his centrally located wholesale grocery warehouse, in Hamilton.
Red Brick, fully equipped, would dispose of same as going concern or undertake to sell off stock, if preferable.

Property can be bought at least five thousand dollars less than it can be built to-day in same location.

The building is suitable for various purposes, including wholesale grocery, warehouse, dry goods, theatre, hotel, tenement house, lecture rooms, offices, wholesale fruits, etc. Good chance for grocery travellers with or without connection.

The owner would leave Twelve or Fifteen Thousand Dollars in the property.
The building has been recently built, with three stories and cement basement, elevation all that can be desired.

ONLY PEOPLE WHO MEAN BUSINESS DEALT WITH.

For further particulars address or apply to

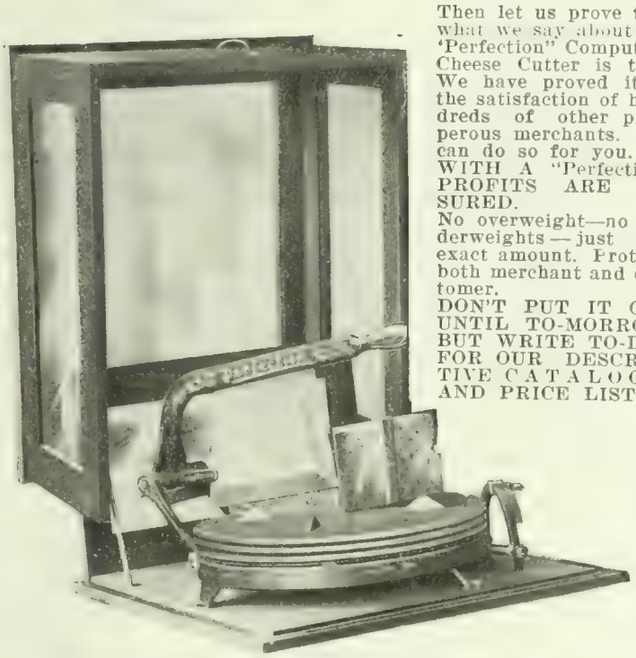
ROBERT SIMPSON & CO.

Wholesale Grocers

29-31 Charles Street **Hamilton, Ont.**

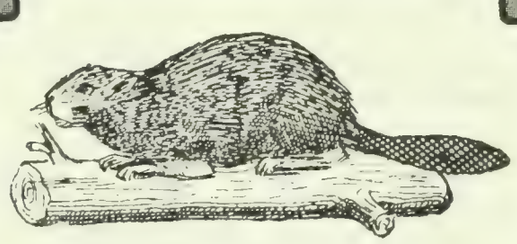
This PERFECTION Cheese Cutter will eventually PAY for ITSELF

Are You Cutting Your Cheese The Old Way?



Then let us prove that what we say about the 'Perfection" Computing Cheese Cutter is true. We have proved it to the satisfaction of hundreds of other prosperous merchants. We can do so for you.
WITH A "Perfection" PROFITS ARE ASSURED.
No overweight—no underweights—just the exact amount. Protects both merchant and customer.
DON'T PUT IT OFF UNTIL TO-MORROW. BUT WRITE TO-DAY FOR OUR DESCRIPTIVE CATALOGUE AND PRICE LIST.

AMERICAN COMPUTING CO. OF CANADA
Hamilton, Canada



"Beaver" Brand Finest Quality Valencia Raisins

are of a special fancy quality, and are sure to please the most particular of buyers. If you have not handled BEAVER—give them a trial this year.

Packed by MAHIQUES, DOMENECH & CO.
Denia, Spain

Agents:
ROSE & LAFLAMME, Limited
Montreal and Toronto

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case.
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 doz.	5 40
Gold Seal Brand, ea. 4 doz.	5 25
Mayflower Brand, ea. 4 doz.	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz.	4 75
Clover Brand, ea. 4 doz.	4 75

Evaporated (Unsweetened)—

St. Charles Brand, small, ea. 4 dozen	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 dozen	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, ea. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ⅛	0 25	0 30
1 and ¼	0 32	0 40
1 and ⅓	0 37	0 50

Packed in 30's and 50lb. case.

Terms—Net 30 days prepaid.

FLAVORING EXTRACTS.

SHIRRIFF'S

Quintessential.

1 oz. (all flavors) doz.	1 05
2 oz. (all flavors) doz.	2 00
2½ oz. (all flavors) doz.	2 30
4 oz. (all flavors doz.	3 50
5 oz. (all flavors) doz.	4 50
8 oz. (all flavors) doz.	6 50
16 oz. (all flavors) doz.	12 00
32 oz. (all flavors) doz.	22 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottles (retail at 50c)	4 50
4 oz. bottles (retail at 90)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS

IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN, LIMITEE.

Montreal Agencies.

BASIN DE VICHY WATERS.

L'Admirable, 50 qts., cs.	5 00

VICHY LEMONADES.

La Savoureuse Champenoise Cork 50 qts., cs.	8 00
50 pts., cs.	5 00
La Savoureuse "Claret Brown." 100 pts., cs.	9 00
St. Nicholas Champenoise Corks. 50 qts., cs.	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. Olive Oil.

Cs. 25 11 lb. bars, lb.	0 08½
Cs. 200 3½ lb. pieces, cs.	4 00
Cs. 12 3 lb. bars, lb.	0 10½
Cs. 50 ¾ lb. pieces, cs.	3 75
Cs. 50 1 lb. sq. pieces, cs.	4 50
Cs. 50 1 lb. long pieces, cs	4 50
Cs. 200 300 grs. pieces, cs	12 00
Cs. 100 300 grs. pieces, cs	6 00
Cs. 200 200 grs. pieces, cs	7 50

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals. Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 90

Motts Golden Russett—

Sparkling Cider, 12 qts.	4 50
Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 sp.	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal.

Imported Peas "Soleil"

	Per case
Sur Extra Fins, 40 Flacons, cs.	$10 00
Sur Extra Fins, 100 ½ kilo, cs.	15 50
Extra Fins, 50 1 kilo, cs.	14 50
Extra Fins, 100 ½ kilo, cs.	15 00
Tres Fins, 100 ½ kilo, cs.	13 50
Fins, 100 ½ kilo, cs.	11 50
Mi Fins, 100 ½ kilo, cs.	11 00
Moyens No. 1, 100 ½ kilo, cs.	10 00
Moyens No. 2, 100 ½ kilo, cs.	9 50
Moyens No. 3, 100 ½ kilo, cs.	9 00

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25
Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ⅛ gal.	2 60

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases, 4 doz. each, flats, per case	5 40
Cases, 4 doz each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD

COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases, 3 lbs., 20 to case.	0 11¼
Cases, 5 lbs., 12 to case.	0 11⅛
Cases, 10 lbs., 6 to case.	0 11

F.O.B. Montreal.

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case).	$1.90	$1.80
2 lb. glass (1 dz case).	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case).	$1.60	$1.55
2 lb. glass (1 dz case).	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45
	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

VERMICELLI AND MACARONI

C. F CATELLI CO., LIMITED.

Hirondelle Brand

	1 lb. pkgs.	Loose
Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs. cases	7	6½
Egg noodles, case 10 lbs. loose; case 60 pkgs, ½ lb. each	7½	7

Marguerite Brand.

Same assortment as above	6½	6
Egg noodles in 10 lb. cases, loose, in 60 pkgs., ½ lb. each	7	6½

Catelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lbs. (loose)	5½
30 lb. cases, 1. lb. packages	6

Terms, Net 30 days.

D. SPINELLI CO., Registered.

Globe Brand.

Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Alphabets 30 lb. case	7	6½

Spinelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lb. cases (loose)	5½
30 lb. cases, 1 lb. pkgs.	6

Terms—Net, 30 days.

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5.00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 80
1 gall., doz.	19 20
1-16 gall., gross lot	20 80

ATTENTION!

Eastern and Western Wholesale Grocers

WE ARE HEADQUARTERS IN CANADA FOR

Canned Vegetables and Fruits **Canned Salmon**

California Dried Fruits and Raisins

Evaporated Apples **White Beans**

Wire us your enquiries. Work with a live-wire house, who will give you lowest prices and prompt service.

THE LARGEST AND MOST AGGRESSIVE WHOLESALE COMMISSION HOUSE IN CANADA

Nicholson & Bain

Wholesale Commission Merchants and Brokers

Winnipeg

Branches: REGINA, SASKATOON, EDMONTON, CALGARY, LETHBRIDGE

Fresh Pork Sausages

September marks the opening of the Sausage Season. Cooler weather and renewed work demand something tasty for breakfast.

Nothing can be more so or more ecomonical than Fearman's Star Brand Fresh Pork Sausages.

Let us book you for a regular daily or weekly shipment.

F. W. FEARMAN CO.
LIMITED
HAMILTON
Established 1854

For 30 Years

Mince Meat and Wethey's have gone hand in hand.

To-day

the two are so intermixed that it is impossible to separate them.

You need mince meat this fall, and if you want **the best** you will insist on

Whethey's

Ask your jobber, or write us.

J.H.Wethey, Limited
ST. CATHARINES, CANADA

THE FAMOUS
GEORGIAN BAY APPLES

BEAVER BRAND

We are again packing this well known Brand of reliable apples. We can now quote you Fall Apples in less than car lots.

WINTER APPLES

We are now in a position to quote prices on car lots or less for fall shipments. We are again putting up Beaver Brand Evaporated Apples.

Write for prices.

ELLIS BROS.

Wholesale Fruit and Produce
MEAFORD, ONT.

APPLES

Before purchasing write for our quotations on the famous **Georgian Bay** apples. We will be packing from five to ten thousand barrels.

LEMON BROS.

Owen Sound, Ontario

In an
Ontario Retail Store

it's first grade quality that sells—there is only a very limited trade for second or third grade goods.

"St Nicholas"

is the first grade of all the Lemons.

J. J. McCABE

Agent

Toronto, Ont.

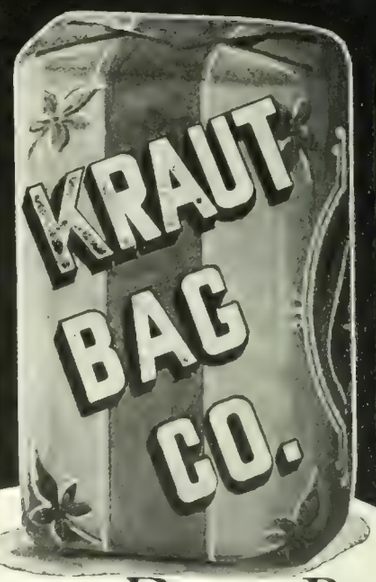
Don't Overlook a Good Quality Trade

People will deal at your store regularly, provided you can supply their wants. One of them surely is CARR'S BISCUITS, and no better or surer article could you find to cinch their business. It's the quality that is unequalled. **Try a stock.**

CARR & CO. CARLISLE ENGLAND

AGENTS—Wm. H. Dunn Montreal and Toronto; Hamblin & Brereton, Limited, Winnipeg, Man., and Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.

TO THE COFFEE & TEA TRADE



Use Fancy Paper Bags

Adolph Kraut Co.

57 Warren St. New York.

Cape Cod Cranberries

Fancy Early Blacks
Good Color and Sound

Price, - $8.00
3 bbl. lots, $7.75
10 bbl. lots, $7.50

The lowest price they will be this season.

Oysters and Haddies.

WHITE & CO., LIMITED
TORONTO

GRAPES

The crop this year will be away short, but the quality is exceptionally fine. We are in a position to quote you very close prices on any quantity you desire, shipped direct from the vineyards. Ask us for quotations.

CARLOAD LOTS A SPECIALTY

The House of Quality.

HUGH WALKER & SON
Established 1861
GUELPH and NORTH BAY

COOK'S FRIEND BAKING POWDER

on the market for over 50 years. Only best quality ingredients used—contains no alum.

If you want your customers to come back and send their friends, give Cook's Friend all the prominence you can.

Ask Your Wholesaler

W. D. McLaren, Ltd., Montreal

Elgin Brand

Finest Quality Smoked and Cooked Hams

This is the day of cooked meats, for nearly every class of the buying public appreciates the convenience. Our Smoked and Cooked Hams have no equal. Only the finest quality pork is used and the greatest care is taken in the curing.

TRY OUR OLD CANADIAN CHEESE

We absolutely guarantee our products to be the finest made.
We solicit your Cold Storage Consignments. For convenience, send for our Post Card Order Book.

The St. Thomas Packing Co.
LIMITED
ST. THOMAS, ONT.

Pork Packers and Provision Merchants. Dealers in Butter, Eggs and Cheese.
Wholesale Branches at Windsor and London, Ont.
WRITE US FOR QUOTATIONS

Every Pound Of Anchor Brand Flour

has character in every ounce

because extreme care, watchfulness, ability, integrity, the most modern equipment and only the choicest Western Spring Wheats form the complement that obtains the highest possible quality every day in the year.

The most searching analysis and tests make uniformity certain.

As rapidly as people learn all the facts about **Anchor Brand Flour**, they are satisfied only with this Brand.

Anchor Brand Flour is better because the trouble and expense are taken to make it better.

Standard Prices—Worth More.

Free samples for Missourians will be sent to Dealers and Bakers for distribution.

Leitch Brothers' Flour Mills, Ltd.

Oak Lake,, Manitoba

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

Help your customers make their work easier by selling

"Young-Tom" Washing Powder and Soaps

and they will help you increase your sales and profits by coming back for further supplies.

They are constantly in demand. The profit is good.

"YOUNG-TOM" WASHING POWDER for washing clothes, floors, dishes, windows, etc., performs a maximum of service with minimum labor. It does not injure the hands.

"PURITY" LAUNDRY SOAP, a cake soap for those who prefer soap in the lump form. Gives splendid satisfaction.

UNCLE TOM TAR SOAP. A perfect shampoo soap and a boon to roughened complexions and hands. Fragrant and soothing. A most pleasing adjunct to the bath.

GLYCERINE PUMICE, a soap which thoroughly cleanses the hands without injury to the skin.

PURE OLIVE OIL SOAP. The purest soap made. A splendid cleanser and a toilet delight for particular people. Wash the Baby with Pure Olive Oil Soap.

We also make Liquid Olive Oil Soap, Liquid Olive Oil Shampoo, and Liquid Tar Shampoo.

GET OUR PRICES.

Young-Thomas Soap Co., Ltd.

Regina, Sask.

We have them

Giant
Prince
Globe
Beaver

Fruit Jar Rings

Quality Guaranteed

Walter Woods & Co.

HAMILTON and WINNIPEG

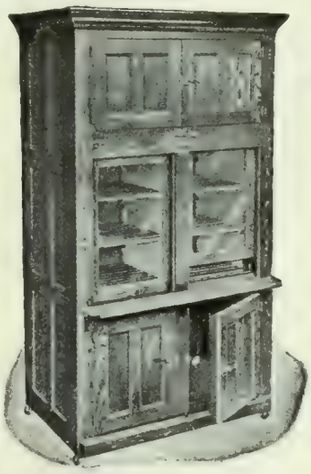
Certainly You Need a Refrigerator

No grocery store can afford to be without a refrigerator—the spoilage of one year would, in many cases, more than pay the cost of a refrigerator.

EUREKA
REFRIGERATORS

are backed with over twenty-seven years of manufacturing experience, which serves to make this line the standard on the Canadian market.

The Eureka contains no zinc or galvanized iron to rust and corrode. It is the sanitary dry cold circulating air way that makes perfect refrigeration possible with minimum ice expense.



Catalog and prices sent on request.

Eureka Refrigerator Co.,
Limited
54 Noble Street TORONTO

Montreal Representative
JAMES RUTLEDGE, Tel. St. Louis 3076

Distributing Agents, Walter Woods & Co., Winnipeg

Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

A LABOR SAVING HOIST and HANGER

Bananas Ripened Better—Profits Increased—All Lifting Wonderfully Simplified

Here's a **labor-saver** that fruit men and grocers have wanted for years—a **hoist** that can be used equally well for a **hanger**! If you want to **ease up** on your **back**, save your **boys**, and **make more** on **bananas**, use

HALL TRADE MARK

Banana Hoist

Heavier the Load, the Tighter the Grip.

Hook on, pull up bunch (or anything else) and—let go! Pull-rope is grabbed in vise-like grip by **patented lock.** Load is held in any position. **Outward** pull—down the load comes easy. Only one rope to bother with—the simplest hoisting and hanging method known.

Helps move the goods! In cold weather your boy can swing a bunch of bananas high up to the ceiling—where it's warm—where the fruit will ripen quicker, better—where it will be out of the way.

Satisfaction or Money Back

Nearly a quarter of a million **Hall Self-Locking Safety Hoists** are in use among farmers and others.

Try out one of these great labor saving hoists which we have now modified for fruit men. **Cost** quickly earned in time and money SAVED!

Roped and ready for use, 50c. If your hardware man can't supply you, remit price to us. Back comes Hoist prepaid. If you don't like it return it and we'll refund your money.

Hall Manufacturing Company
Monticello, Iowa

Those Who Know
Cane's Washboards
Always Specify Them

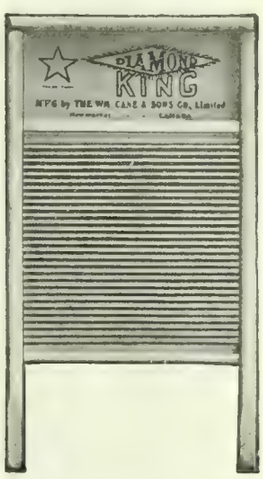
Because They are Right in Price and Give the Best Service

Cane's Washboards stand in a class by themselves for neat construction, quality and durability, and **pay an attractive profit.**

Among the 13 different styles and grades you will have **one to meet every demand.**

If you haven't our catalog on **"Cane's" Wash-day woodenware,** we will be pleased to send you one.

WM. CANE & SONS CO.
LIMITED
NEWMARKET, ONT.



Goes To The Very Bottom And Removes The Dirt

without in any way injuring the daintiest fabric either by discoloring or deteriorating the fabric.

WONDERFUL SOAP has that loosening quality which is so desirable in washing soaps and which is a strong point of talk when introducing this soap.

Think this over and send for a sample lot. It will pay you.

The Guelph Soap Co.

Guelph, **Ontario**

BISCUITS

from the Old Country

Some of the most popular Biscuits in Britain are made by

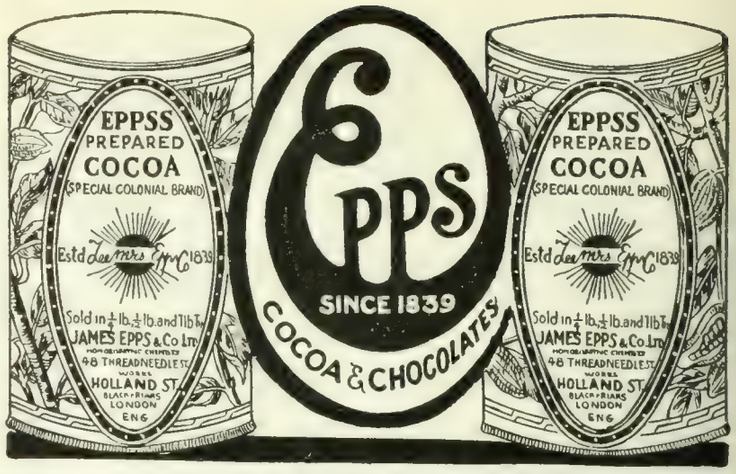
McVitie & Price, Limited

Biscuit Manufacturers
EDINBURGH and LONDON

The thousands of new-comers to Canada will welcome the sight of their old favorite varieties in your shop.

AGENTS:

Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, WINNIPEG
Alberta
CAMPBELL, WILSON & HORNE, Limited,
CALGARY, EDMONTON AND LETHBRIDGE
British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St., VANCOUVER



EPPS COCOA

"THE BEST EVER SINCE 1839"

EPPS COCOA IS MADE FROM THE FINEST SELECTED COCOA BEANS AND BY OUR SPECIAL PROCESS THE HIGHLY NUTRITIOUS BUTTER OR OIL CONTAINED IN THE NATURAL COCOA IS MADE SOLUBLE AND EASY FOR DIGESTION.

We have just received a supply of most attractive advertising matter and samples.

Write to-day—for YOUR share.

SAMPLES AND SPECIAL ADVERTISING FREE

JAMES EPPS & CO., Limited, LONDON, ENG.
25 East Front Street Toronto

The Knowing Dealer

recommends, pushes and backs up "Purity Salt." Both "Purity" (free running) package salt and "Purity" salt in cotton bags. The reputation and superior quality of these lines make them easy to sell.

THE WESTERN SALT CO. LTD.

COURTRIGHT, ONTARIO

QUALITY backed up with extensive advertising make them profitable to handle,

ROSE QUESNEL

A Pure Canadian Smoking Tobacco

specially selected and perfect in every respect. Delightfully cool and sweet in its natural fragrancy.

and

KING GEORGE

NAVY PLUG—A Chewing Tobacco

surpassing all others in quality and flavor. Deliciously sweet and non-irritating.

Rock City Tobacco Co., Limited
Quebec

BUSINESS MEN.

By Paul Jones.

The man who has the ability to select good men is bound to succeed, as it is his foresight in getting together a certain class of men of character and brains that enables him to build up a successful business.

One man of business capacity can accomplish much, but his sphere is limited. To do a large and profitable business he must have an assembly of men of force and intelligence, for departmental managers worthy of the name, whose duty it is to make such departments a success. He must have confidence in them and give them free rein to accomplish their ends, as no department managers of ideas can do justice to the house or themselves if they are handicapped by intrusion from their employers. If they are not competent to handle the situation in an intelligent and careful way, it is the privilege and duty of the employers to replace them with men of capacity, but not to treat them with other than respect while holding an important position.

To get such men it is quite necessary to pay them according to the position and their ability. Be big and broad enough to recognize any successful improvement which they may make, and assist them with encouragement, so they may have respect for the house and for you.

Men of character are usually sensitive and fair; treat them like men, not as servants. Broad-gauged business men are always open for suggestions, whether it comes from the man of ideas or the humblest in their employ. No man is so great that he cannot learn something daily from circumstances and the world at large.

If you are a success, train your men according to your ideas. If only fairly successful, do not think you are humbling yourself by being open to suggestions. Success is an assembling of little things, the concentratiation of thoughts, no matter from whence it comes.

Business passes through a transition period nearly every ten years, and in order to keep abreast with the times one must watch carefully and well such conditions and, when necessary, change his methods to conform to the times, or he, too, like many others, will be relegated to the **past.**

OYSTER WEEK IS OCTOBER 20 TO 25

But Don't Wait Until Then to Push Oysters

There is money in oysters every day and YOU should push them from now until the end of the season.

The Oyster Growers and Dealers Association of North America

Will help by furnishing you with free circulars for distribution among your customers, telling them why THEY SHOULD EAT OYSTERS. It will also give you FREE beautiful posters to display in your store and with striking OYSTER WEEK BUTTONS to be worn by you and your clerks during OYSTER WEEK.

Write at once for these to

FRANK W. LAWSON,
Manager Oyster Week Campaign,
Navarre Bldg., St. Louis.

DON'T NEGLECT THIS OPPORTUNITY TO INCREASE YOUR OYSTER SALES.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.

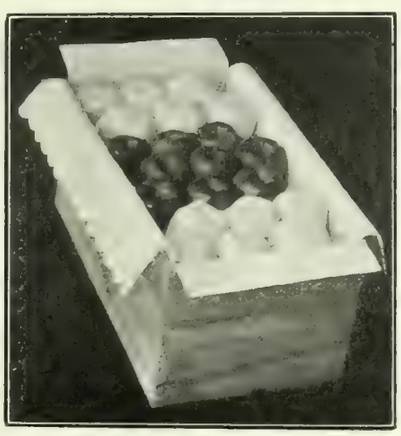
CHOICE ONTARIO APPLES

In car lots, packed in barrels or boxes, straight or assorted varieties. Guaranteed full Government standard.
Fruit all grown in our own orchards and packed in our own packing house at Waterdown, Ontario.

WRITE FOR PRICES

We also want a good connection in every town or city to take orders for Xmas box apples, delivered to any address in Great Britain or Ireland. Liberal commission.
Choice evaporated apples always on hand from our own evaporators.

THE WENTWORTH ORCHARD CO., LIMITED
Dundas, Ontario



BUY
"Redona" and "Matador"
SHELLED
ALMONDS

The most popular amongst the Grocery and Confectionery Trades

COSMELLI & COMPANY

Packers and Shippers of the well-known Red "C" and Red "B" Fruit Pulps.

Monument Buildings, London, England

The Hall-Mark of Sardine Superiority

By Special Royal Permission

The sardine lover is one of the most particular customers you have. This is a demonstrated fact, and the sale of a poor quality article will have the effect of driving such a customer from your store.

"KING OSCAR" on your sardines is a real insurance against dissatisfied patrons.

You can't afford to take chances — stock "King Oscar" Sardines and you are sure of the finest, uniform sardines carefully packed in pure olive oil. Get them from your wholesaler.

INSIST ON "KING OSCAR" BRAND.

CANADIAN AGENTS

J. W. BICKLE & GREENING

(J. A. Henderson)

HAMILTON, CANADA

MASON'S 'O.K.' SAUCE

THE ORIGINAL

As purveyed by appointment to the House of Lords. As supplied to the House of Commons, H.M. Navy & Army, Government Offices and the Leading Hotels and Caterers throughout the World.

CAUTION — No connection with any firm or company trading in a similar name.

THE MARK OF QUALITY

An introductory size and a certain leader to the larger size. Price **10cts.**

Sole Manufacturers:
GEORGE MASON & CO. LIMITED,
LONDON, ENGLAND.

Represented by:—

The Lind Brokerage Co., 49 Wellington St. E., Toronto.
G. H. Gillespie, 437 Richmond Street, London, Ont.
J. T. McBride, 62 Canadian Life Chambers, Montreal.
Nelson Shakespeare Watkins, Limited, 860-864 Cambie Street, Vancouver.
David Brown, 328 Smith St., Winnipeg, Man.
W. C. Mullins & Co., 25 King St., St. John, N.B.
Fenwick Hendry & Co., Wholesale Distributors, Kingston and District.

Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 doz. in case	$3.60
Princess Condensed Milk, 4 doz. in case	$4.50
Banner Condensed Milk, 4 doz. in case	$5.25

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East or Halifax. We will prepay freight up to 50c. per 100 lbs.

J. MALCOM & SON
St. George, Ontario

HOLDS EVERY SIZE BAG FROM ¼ TO 10 LBS.

hangs right above the counter ready for use. Saves time, space and waste in bags. No hole punching or any extra trouble whatsoever, simply lay the bags in their respective compartments. Quicker service a certainty. No up-to-date store should be without one.

Selling Agents for Canada:
KILGOUR BROS.
21-3 Wellington St. W., Toronto

O. P. McGREGOR
Patentee and Manufacturer
411 Spadina Ave., Toronto

Pacific Coast Halibut and Salmon

FRESH AND FROZEN

Order your Pacific Coast Frozen Halibut and Salmon for next Winter's requirements from

The Canadian Fishing Company, Limited

VANCOUVER, BRITISH COLUMBIA

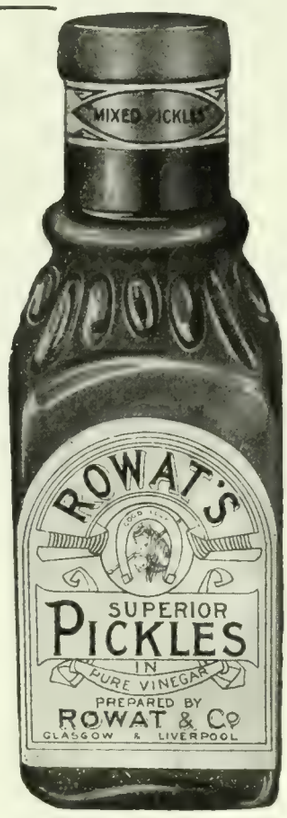
Write for prices and information.

We produce and ship all kinds of Pacific Coast Fish—Fresh—Frozen —Salt—and Smoked.

Quality and Service Unsurpassed

Rowat's Pickles are Unexcelled

Years of experience have combined in the development of brands which to-day challenge the admiration and quicken the taste of people the world over. Coupled with this, reliable business methods and prompt deliveries have served to satisfy our customers who girdle the globe.



ROWAT & CO.

Glasgow - Scotland

CANADIAN DISTRIBUTORS:

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

BRUNSWICK BRAND

WILL WIN FOR YOU a larger and more profitable fish trade. The high quality of "BRUNSWICK BRAND" SEA FOODS has produced a large trade, which, combined with conscientious business methods, is constantly increasing. When the dealer sells Connors Bros.' Brands he is selling goods that have proven winners with the general public.

Located close to the fishing grounds, we get the pick of the fishermen's catches — the plant is modern and strictly sanitary, and is operated under the most ideal conditions. "BRUNSWICK BRAND" SEA FOODS come perfect to the consumer.

Our Chief Sellers:

¼ Oil Sardines	Kippered Herring
¾ Mustard Sardines	Herring in Tomato Sauce
Finnan Haddies (oval and round tins)	Clams
	Scallops

CONNOR BROS., LIMITED

Black's Harbor, N.B.

AGENTS:—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas Duncan, Winnipeg, Man.; Shallcross, Macaulay Co.; Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

PROFITABLE SELLERS

Bright Ideas of Men In Harness

¶ Weeks before the Annual Fall Campaign Number of Canadian Grocer appears, the editorial department is out on the hunt for Ideas.

¶ These Ideas come from men in harness. They are the result of the thoughts and experiments of you grocers in the trade. That is why you look forward to the Annual Fall Number every year.

¶ It contains some of the best plans, methods, and ideas available in your line of business.

¶ As your most important consideration is your business, you could very well allot considerable of your time to the reading of this big Fall Campaign Number.

¶ This year the issue promises to more than live up to those that have gone before. It will contain some of the brightest ideas of men in the trade; some of the most modern methods for the stimulation of business; and some of the most attractive stores and window displays obtainable.

¶ For the man who says he hasn't time to read, we would say, "You cannot spend your time more profitably."

¶ The Fall Campaign Number of October 10 will be a worth while issue to every retailer. See that it comes your way.

Canadian Grocer

"The paper grocers read"

143 University Avenue, TORONTO

Sell the Genuine "Old Country" Quality Fruit Products---Cairns'

The fresh, natural taste of the ripe, luscious fruit, as in the Cairns products, delights the most fastidious tastes, including that of Royalty.

Dealers of quality goods find Cairns' Jams, Jellies and Marmalades most excellent sellers. Order your Fall supply now.

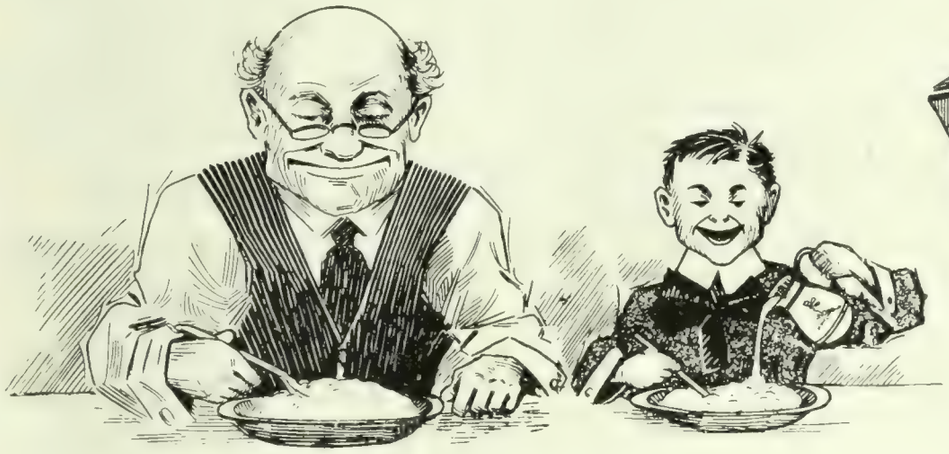
We have supplied the tables of their late Majesties Queen Victoria and King Edward, and are now catering to King George V. by special command

Alexander Cairns & Sons

PAISLEY **SCOTLAND**

Canadian Agents:

SNOWDON & EBBITT, Montreal, Quebec



Those that choose the finer things of life want Canuck Rolled Oats

These carefully selected rolled oats are the choice of the most fastidious. In fact people of every class, young and old alike, appreciate the wholesome deliciousness of **Canuck Rolled Oats.** A big demand is inevitable. Get a supply at once.

Order from your wholesaler or direct.

Put up in two sizes:

Premium or 25c. size, 12 packages to the case.

Regular or 10c. size, in cases of 36 packages; or half cases of 18 packages.

The Chisholm Milling Company, Limited

Toronto

CLASSIFIED ADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

WANTED

AGENT WANTED IN EVERY TOWN IN Canada. Make money spare time and evenings. Write now. Lock Box 120. Davenport, Iowa.

MISCELLANEOUS

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro', Ont., solicits your orders.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St., West, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. tf

FIRE INSURANCE, INSURE IN THE HARTFORD. Agencies everywhere in Canada. THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice street, Toronto.

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada. WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

Experienced Salesman,

having connection in Manitoba and Saskatchewan, seeks to represent house of good repute. Address Energy, c|o Canadian Grocer, 34 Royal Bank, Winnipeg.

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

WHEN A CUSTOMER

inquires for a flavor, suggest

MAPLEINE

It's pure and good—when once tried it is always used.

Order of Your Jobber, or Frederick E. Robson & Co., 25 Front St. E., Toronto, Ontario.
Mason & Hickey, 287 Stanley St., Winnipeg, Man.

The Crescent Mfg. Co.
SEATTLE, - WASH.

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MacLean Publishing Co.
Technical Book Department
143-149 University Avenue, Toronto

A want ad. in this paper will bring replies from all parts of Canada.

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE $2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co.
145-449 University Ave., Toronto

Buyers' Guide

WRITE TO
10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
If you are interested in Irish trade.

COMTE'S COFFEES

The profits please the dealer. The quality pleases the customers.

We want more agents. Write.

Augustin Comte & Co., Limited
P.O. Box 2963, MONTREAL

GRATTAN & CO., LIMITED
ESTD. 1825
The Original Makers of
BELFAST GINGER ALE
Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

SUCHARD'S COCOA
The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.
FRANK L. BENEDICT & CO.
Agents Montreal

When writing advertisers kindly mention having seen the advertisement in this paper

A Few Dollars More a Week

makes a big difference in your yearly income.

Have you ever thought how you might add to your weekly salary without interfering with your regular work?

Will you let us solve this problem for you?

So far this year, we have shown seventy-five enterprising and ambitious clerks how to make $5.00 a week more during their spare hours. They will each make this additional salary every week this year, and longer should they wish.

If you would like us to show you, write to-day.

This is genuine.

THE MACLEAN PUB. CO.
143-9 University Ave., Toronto

Allison Coupon Books Minimize the Risk of Loss on Credit Accounts

—and bring in the money QUICKER — two mighty good arguments. Installing the Allison Coupon Book System in a store that has credit customers gives the same result as adding more capital to the business—and Allison Coupon Books cost almost nothing.

HERE'S HOW THEY WORK

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no disputes, no errors, no time wasted.

For Sale Everywhere by Jobbers.

Manufactured by
ALLISON COUPON CO.,
Indianapolis, Indiana U.S.A.

When writing advertisers kindly mention this paper.

HOLLAND RUSK

The common verdict of your customers after they have tried it: "There's only one thing just as good—More." Order a case from your jobber to-day.

HOLLAND RUSK COMPANY
HOLLAND. MICH.

D. & J. McCALLUM
PERFECTION SCOTCH WHISKEY

is known throughout the Canadian trade as the finest flavored Scotch on the market. It hasn't that smoky flavor of most Scotch Whiskies. It represents customer satisfaction and good profits.

Wm. E. McIntyre, Limited
23 Water Street, St. John, N.B.
GENERAL AGENT

BLACK JACK

QUICK
CLEAN
HANDY

¾-lb. tins—
3 doz. in case

TRY IT

SOLD BY ALL JOBBERS

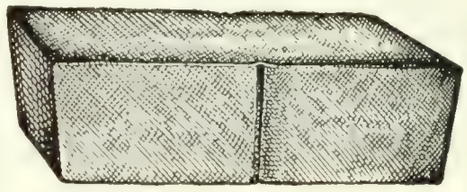
In Every Corner

of the Dominion
you will find

Diamond Brand Maple Syrup

The purest quality sap shipped by a select list of farmers, and the knowledge gained from years of experience by our employees, unite in the production of **Diamond Brand.**

Syrup Sales Should Be Big Now. Get Your Supply To-day.



Twin Block Maple Sugar

Note from illustration—
the generous sized block
the general uniformity
the central dividing line which ensures
an "even break."
Retails at Ten Cents.

Handsome Lithographed Showcards In Each Case

Sugars & Canners Limited, Montreal

No chance for impurity in

HUGMAN'S
PURE ENGLISH
SPICES

No chance of a fine, no chance of loss of customers, sales or profits.

But if you sell Hugman's Pure English Pickling Spices you have a *big* chance for more business, more profits and satisfied customers.

They are the very best procurable.

A.W. Hugman, Limited
Montreal

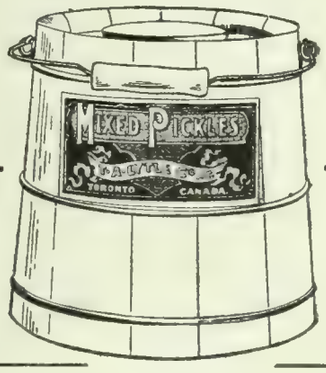
(Hirondelle)
Macaroni
Vermicelli
Swallow Brand

Have you ever considered that Canadian-made Macaroni is just as good as many lines of imported? If not, you should satisfy yourself on the point and ask your wholesaler about

SWALLOW BRAND
THE HEIGHT OF PERFECTION

C. H. Catelli Company, Limited
MONTREAL, CANADA

Mr. C. C. Mann, 517 Board of Trade Bldg. Toronto, Can., Agent for Province of Ontario



Sweet Mixed Pickles

in bottles or in bulk.

The exquisite flavor of "Sterling Brand" Sweet, Mixed and Sour Pickles stands unrivalled; the purity of ingredients stand unchallenged.

Stock and push this excellent stock. It holds the family trade and the profit is good.

The T. A. LYTLE CO., LIMITED
STERLING ROAD, TORONTO

The largest Pickle Factory in Canada.

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DOES THE WORK

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MONTREAL

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On this morning, two shipments arrived, one in wooden boxes, split as usual and some of the contents leaking out, the other, bottled goods, in T. & N. Corrugated boxes sound as a dollar—no loss—no ill temper, and less freight charges. "That settles it," says Brown, "proper shipment or no order for the next traveler who calls."

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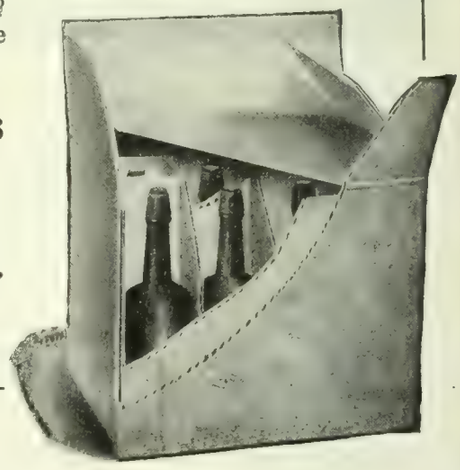

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Brooklyn, N.Y.; Boston, Mass.; Brookville, Ind.; London, Eng.; Julich, Germany

T&N

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in price on a cheap article like

SAL SODA

should not count when quality is considered

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ENGLISH SAL SODA

Is the PUREST, contains LEAST MOISTURE and therefore GOES FURTHEST of any Washing Soda Sold.

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MONTREAL

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are made good enough to guarantee. They recommend themselves and sell themselves wherever introduced. Is the best any too good for your trade?

Litster Pure Food Co., Limited

TORONTO

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The superior quality of the goods offered here make it urgent for you to let us have your requirements right away. We offer for immediate delivery:

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60 cs. Tres Fins, 100 ½ kilo .. 13.50
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350 cs. Mi-Fins, 100 ½ kilo.... 11.00
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More quality in attractive tins. The Soleil tin is more than bright in appearance and gives a decidedly bright effect in the window.
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Successful merchandising to-day means full service to your customers. The stores that have made the most outstanding successes in the last 10 years are those that have gone out of their way to give prompt and efficient service.

"The news of the trade while it is news," has been the watchword of Canadian Grocer's weekly service to its friends the grocers of Canada.

The result is such letters as below being received every day:—

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Prescott, Ont.

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Yous, etc.,
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Kleinburg, Ont.

Canadian Grocer
Toronto, Ont.
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Edmonton, Alta.

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"The Grocer is well read here in Victoria, most of the clerks take it, and every one votes it 'the best yet.'"
Feb. 14, 1913.

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Toronto, Ont.
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Toronto, Ont.
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Montreal.

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Yours truly,
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Walkerton, Ont.

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I find it a very valuable paper. and should not like to be without it while in business.
Yours truly,
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Toronto, Ont.
Gentlemen:—
Please find enclosed cheque for $2.00 for the subscription to The Canadian Grocer and I wish to say that I am well pleased with your paper. That is one thing I always take time to do is to read the Grocer from cover to cover. I get some good ideas from it each week.
Yours truly,
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West Fort William, Ont.

Canadian Grocer,
Toronto, Ont.
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Yours very truly,
OSCAR SIGSWORTH,
557 Pape Ave.
Toronto.

The Editor, Canadian Grocer,
Toronto, Ont.
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Enclosed please find cheque for $4.15, my subscription to April, 1914, and exchange.
I may add that I consider The Canadian Grocer a thorough good paper full of valuable hints and practical suggestions, and in my opinion one that every retail merchant should take and read.
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Yours truly,
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Laurier & Nicholas.
Ottawa.

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Sanitary Can Co., Ltd.,
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